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THE CITY OF

SAN FRANCISCO

AND STATE
OF
California

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1892.

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San Francisco Described.

IT MAY be safely asserted that since the first volume descriptive of any town or city was put before the public, no other work ever attained the wide circulation or attracted the general interest that the "Annals of San Francisco" commanded. In that now historic and somewhat rare work is found the following account of the naming of San Francisco Bay:

"Without dwelling on the successive establishment of the other missions, let us say a few words upon that of San Francisco. The missionaries, in proceeding northwards, with the intention of reaching Monterey, happened to take the eastern side of the range of mountains which borders the coast north of San Diego, which place they had just left after establishing its mission. They undesignedly passed by Monterey, and journeyed on till they reached the magnificent bay and harbor which are now called San Francisco; and which are said to be so named from the following circumstances:—Father Junipero, on leaving Lower California, had received instructions from the *visitador*, or Inspector-General of the Spanish Government, respecting the names of the proposed missions, and the saints carefully selected from the calendar, to whose special patronage they should be entrusted; but among them the name of St. Francis did not happen to occur. 'What!' exclaimed the good missionary, surprised and shocked at such an insulting neglect, 'is not our own dear Father, St. Francis, to have a mission assigned to him?' To this remonstrance, the *visitador* calmly replied, 'If St. Francis wish a mission, let him show you a good port, and then it will bear his name.' When accordingly the missionaries, in their progress northwards, discovered the spacious bay mentioned, they cried out, 'This then is the port to which the *visitador* referred, and to which the saint has led us—blessed be his name!' And forthwith they named it San Francisco Bay, in compliment to their patron and guide."

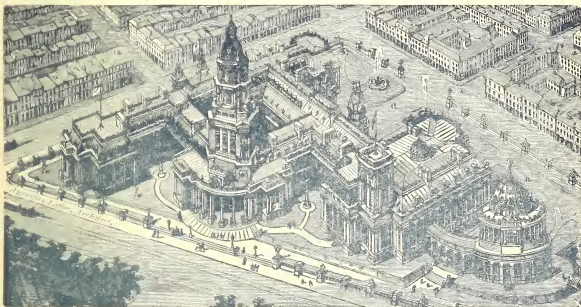
It was more than sixty years later, and the Holy Fathers were even then saddened by the decay evident to the least observant, that was gradually sapping the life of the once flourishing missions, when a young heretic in search of health, a bright student working as a foremast hand on a Yankee hide drogher, on December 4th, 1835 entered San Francisco harbor which he describes as a magnificent bay and adds "behind the point is a little harbor or bight, called Yerba Buena in which trading vessels anchor, and near it the Mission Dolores. There was no other habitation on the side of the bay except a shanty of rough boards put up by a man named Richardson * * *" nor was much improvement shown in the decade following the since famous "Two years before the Mast" which Dana experienced. When, after gold was discovered the hardy pioneers poured into the country by sea and land, a city named San Francisco sprang up as by magic,

and its growth and advancement, its struggles with corruption and disorder, its vigilantes, the completion of the mighty band of steel that linked it first with the East, the change in its commerce wrought by the change of California from a mining to an agricultural State, all has been told in poetry and prose, until not a romantic incident or prosaic fact remains that is not embalmed in type. It is about the city of to-day this work treats, of its present resources, its future prospects and the men who are carrying on the work so well begun by the pioneers.



MERCHANTS' EXCHANGE.

How can San Francisco be described? It has been a theme of travelers, correspondents, poets, and authors for half a century. Like a kaleidoscope, the view constantly changes. The San Francisco of Dana, even when seen on his second visit, was not the San Francisco of Brete Hart, and the San Francisco of to-day differs from all. With a population of 300,000, according to the extremely unreliable census of 1890, and in fact with at least 25,000 more inhabitants today, with towns and cities numbering more than 100,000 souls which, if in the same juxtaposition to Chicago, would long ago have formed a part of that corporation, with romantic suburbs overlooked to seek less beautiful scenery in the Yosemite, with picturesque bits on almost every street, and views from tenements in the slums, that the wealth of New York cannot buy and that Chicago would import at any cost, if like a Libby Prison, they could be transported; with such a wealth of scenery, flowers, pure air and warm sunshine, that the stranger alone really appreciates and about which the native growls if for a day it is absent, is it to be wondered at that San Francisco is among cities unique? It combines in its citizens the energy of the North,



NEW CITY HALL.

the love of pleasure of the South, the freedom of the West with the shrewdness of the East. The love of flowers is a passion found nowhere else save in the South Sea Islands. The attention to business surpasses New England, the generosity to guests equals that of a Spanish grandee.

As for the plain unvarnished facts, which although not printed here for the first time are of value for reference, the city is on a peninsula between San Francisco Bay and the Pacific Ocean, and the city and county being one and the same, occupy 26.681 acres at the northern end. The bay needs no description. It has been famed for half a century as one of the finest harbors known, able to accommodate the shipping of the world with room to spare. The city has one hundred and forty-five churches, over fifty hotels including the Palace, which stands alone nothing exactly like it being found anywhere else. Its public gardens and parks number twenty-four, nearly thirty reputable places of amusement cater to the wants of the public, while to enumerate the public buildings such as the Mint, Exchanges, municipal, State and national buildings, the business structures and hotels worthy of note, would occupy more space than can be

devoted to that purpose in this work. Of the latter, however, San Francisco is better supplied than any other city of her size and a few of the leading caravansaries are described below.



HOTEL PLEASANTON.

THE HOTEL PLEASANTON, which is situated on the corner of Sutter and Jones Streets, is the fashionable hotel of San Francisco, and is almost exclusively patronized by *the best families* of the city and state as well as by the eastern tourists. It is conveniently located within easy reach of the business centre of the city, and, by means of the cable cars which pass its doors, is in touch with the net work of transportation facilities which envelop the entire town. Yet it is removed from the disturbance and bustle of the maddening throng of the great thoroughfares—an advantage that is not possessed by any other first class hotel. The location of the Hotel Pleasanton is four hundred and fifty feet above the level of the sea, and it commands a magnificent view of the city, the harbor, and the adjoining country.

The Hotel Pleasanton is a six-story building and contains two hundred and fifty rooms which are furnished in the most luxurious manner. The building is as near to being absolutely fire proof as is possible to get, the walls being lined throughout with

asbestos ; there are also three broad stair cases, a number of exterior fire escapes, and hose plugs all over the various floors. There are two dining rooms for guests, two for children and nurses, besides reception rooms, billiard rooms, reading rooms, smoking rooms, etc.

The table of the Pleasanton is everything that the most fastidious gourmand could wish. It is liberally supplied with every delicacy the market affords cooked and served in the most perfect manner.

The Hotel Pleasanton is under the management of Mrs. M. E. Pendleton, who makes a successful and amiable hostess.



CALIFORNIA HOTEL.

THE CALIFORNIA HOTEL, Bush Street near Kearny. — On the site formerly occupied by the old California Theatre and Assembly Rooms, on Bush street near Kearny, there has been erected a large eight-story and a half hotel which, in point of architectural beauty, commodiousness, and elegance of appointments, has no superior in the United States. The structure is built of carved stone and pressed brick, and presents a most artistic and attractive external appearance. Internally it is arranged with a view to combining utilitarian comfort with the utmost degree of luxurious refinement. Its location is singularly happy, being right in the center of the business and amusement portions of the city,

easy of access from all railroad depots, ferry landings and steamboat wharves, and, by means of the net work of street railroads which envelopes San Francisco, in direct communication with the most remote of the residence and social sections of the city.

The furnishings of the interior of the California are simply superb. That of the first floor is in antique oak; the second in bird's-eye maple; the third and fourth in sycamore; the fifth and sixth in red birch; the seventh, eighth and ninth in natural oak. In everything there is an artistic variety, solidity and absence of flashness.

The California is conducted on the "European plan," and its restaurant department attracts patrons from all over the city. The dining room is richly fitted up, and is looked after by a staff of accomplished and obliging attendants. The service is prompt and consequently the viands are put before guests in the condition they should be in. The table is kept liberally supplied with every delicacy which money can obtain, and the kitchen department is presided over by men who rank as artists in culinary matters. During the evening meal an orchestra performs light selections in the dining room. There is also a magnificent banquet hall, and a number of exquisitely furnished private dining rooms for theatre and other parties. The cellar is supplied with every established brand of liquid refreshment known to the gourmet.

The hotel contains over one hundred and forty suites, and is supplied with a ladies' music parlor, a grand drawing-room, an elegant ladies' reading room, a conservatory, and a ball room, besides the usual public rooms which form a part of the office.

Attached to the California, and fitted up in a style of similar luxury, is a magnificent bar, a commodious billiard room, etc. The hotel is supplied with an electric light plant consisting of five dynamos and three 80-horse-power engines which supply light to two thousand five hundred lamps. In the way of sanitation and security from fire the building is as near to perfection as science and money could make it.

Mr. A. F. Kinzler, an experienced and courteous manager and caterer, who has had charge of the Brunswick Hotel, New York, and the Auditorium Hotel, of Chicago, is the manager of the California, and guests who have stopped in the house say that he is a host who makes them feel at home.



LICK HOUSE.

THE LICK HOUSE of San Francisco may truly be said to be one of the city's landmarks. It is situated on the corner of Montgomery and Sutter streets, and was erected in 1861 by the late James Lick, who, in addition to being one of the most prominent and enterprising of the early band of pioneers, is now known the

wide world over as the founder of the famous Lick Observatory and a philanthropist whose benefactions have taken a great variety of forms.

The leading characteristic of the Lick House may be said to be the quiet, yet elegant refinement of its appointments. Everything is luxurious, but nothing is flash. Its great dining-room is typical of the whole establishment and is admittedly one of the

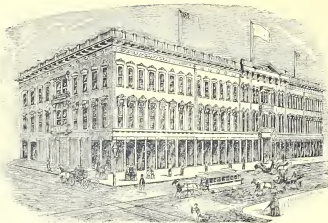
most *recherche* apartments of the kind in the United States. The building is massive yet plain in its external appearance, and is only three stories in height—a fact which must commend it to nervous people. It contains two-hundred and eighty rooms and in its internal arrangements and furnishings is laid out and designed to combine the most ornate effects with utilitarianism and comfort.

The Lick House was first opened by Messrs Johnson and Malt, but of course in the long interval which has elapsed the management has changed several times. At present and since the first of March, 1891, it has been under the charge of Mr. K. B. Soulé, a caterer of sagacity and experience. The Lick is emphatically the family hote of San Francisco and under Mr. Soulé's management this class of patronage is especially attended to. The table service and general service is prompt, obliging and capable; the table itself is kept generously supplied with the best of everything that the market affords, and the kitchen is in the hands of men who rank as artists in their business. In connection with the hotel there is a restaurant service, where tasty, appetizing, yet homelike meals are served at all hours. Ladies living in remote parts of the city, or in the adjacent suburbs, find the quiet surroundings of this establishment particularly agreeable when shopping, visiting, or other engagements compel them to lunch in town.



PALACE HOTEL.

The Golden Gate Park is the pet of officials and the pride of the citizens and, under the able management of the present commissioners and their predecessors, having handled the steadily increasing finances with ability and honesty, it is rapidly becoming a candidate for first place among the great breathing spots of the world. Lacking still in works of art, which, however, are increasing year by year, it has in variety in foliage, in trees, shrubs and flowers, in attractive views, in the sudden change from wilderness to advanced cultivation, from inland view to broad expanse of ocean, a variety of charms no other public park commands, and what taste and money can supply is yearly being added.

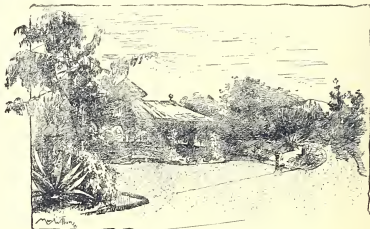


RUSS HOUSE

of a professional mendicant are publicly shown to attract attention and earn money from the disgusting sight. It is a feature more oriental and picturesque but less squalid than the slums of either New York or London, and being favorably situated forms an attractive resort for strangers bent on "doing" the city.

The press of San Francisco compares favorably with that of any other municipality, and population considered, the leading dailies command a larger circulation than the metropolitan dailies or those of Chicago. The *Examiner*, *Chronicle*, and *Call* as general morning newspapers, the *Commercial News and Shipping List* as the exponent of business, and the *Post*, *Bulletin* and other evening papers compare favorably in literary merit, enterprise, and circulation with the best of their class in any city in the world. Solomon said "of making books their may be no end" and the same may be said of newspapers in San Francisco where upwards of two hundred are regularly published.

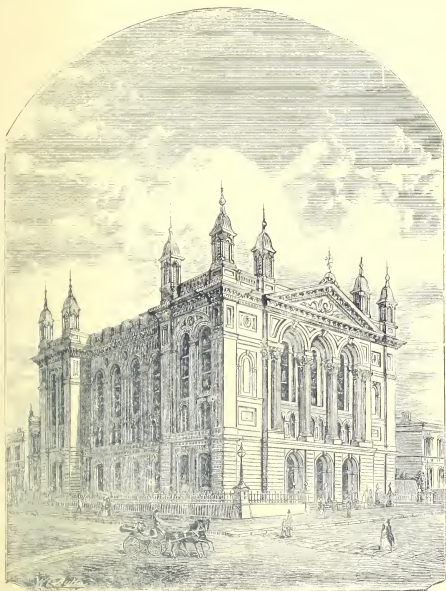
The cable system of street cars is an attraction alike to the citizen and the visitor. It is one of the regular amusements on bright warm evenings to take a "dummy" ride and enjoy the ever changing views, while it has made possible a residence on the lofty hills where by no other means could cars be taken. The net work of roads spreads throughout and over all the city, and for a single fare one may ride for miles and by the system of transfers reach any portion of the city from any starting point.



RUSTIC PAVILION, GOLDEN GATE PARK.

To some a description of San Francisco without mentioning Chinatown, would be the play of Hamlet omitting the character of the Prince of Denmark, but anything written of that quarter would be as trite as the preceding remark. Like the once famous Five Points in New York and Seven Dials in London, it exists—a blot on the city, which, like the blemishes

James Lick, a philanthropist, left a most munificent bequest, or series of bequests, to the city. Through his generosity it was possible to erect the Pioneer Hall, a building bequeathed to the Society of California Pioneers, which includes all who arrived in this State prior to 1850 and their descendants. This building is a notable one and the Society something unique, few, if any other States, preserving the traditions of its early settlement in any formal manner, while throughout California, Admission Day, the

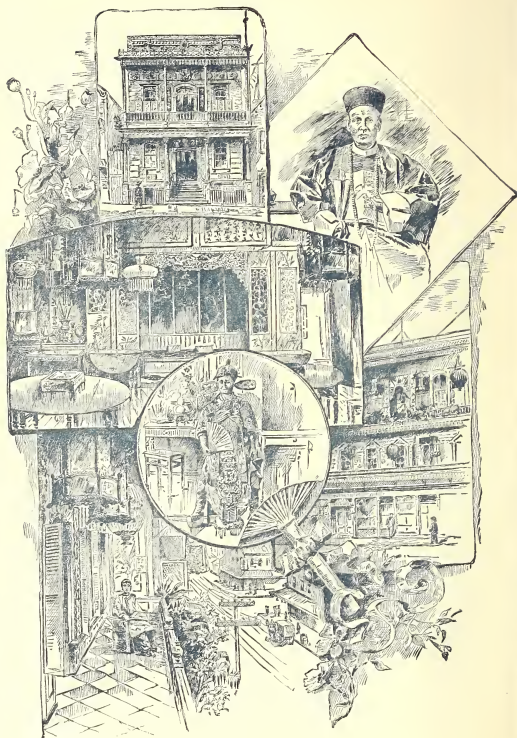


CALVARY CHURCH.

9th of September, is honored as is only the Fourth of July. The native Sons of California, chiefly descendants of Pioneers, properly take a leading part in the exercises of the day, and Pioneer Hall is naturally the rendezvous.

The California Academy of Sciences occupies a handsome building on Market street adjoining the Pioneers', also a gift of the same liberal benefactor.

The City Hall, a building that has cost millions of dollars and is still incomplete, is



SCENES IN CHINATOWN.

another prominent feature of the city. The extent of ground it covers, its possibilities, architecturally and in accommodations, seem limitless, but it is a structure that will still take years to complete. Even in its present condition it is an ornament to the city. Above reference has been made to the Golden Gate Park, but there are thousands, who cannot afford time to go to that great pleasure resort and the city government has shown wisdom in providing lesser breathing places in close proximity to the crowded portions of the city. Union Square bounded by Post, Geary, Stockton and Powell Streets is one of the most attractive little garden spots in the world, and men and women of all conditions find it a healthful resort. The Plaza, the old Portsmouth



COOPER'S MEDICAL COLLEGE.

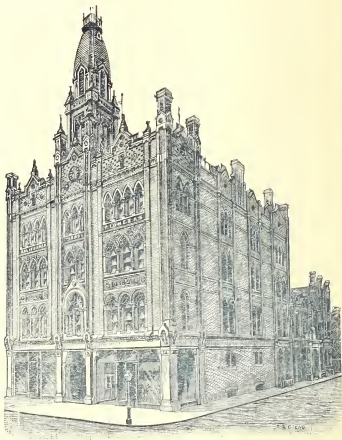
square, once the center of the town where the Custom House, Post Office, Theatres, and gambling-houses found their best location, but now hedged in between China Town and the Barbary Coast with only the old City Prison to modernize it, still offers many attractions to the passer by and is kept as well trimmed and neat as if the apex of "Nob Hill." Other less historic breathing spots are scattered about the city all well cared for and enjoyed by the population able to reach them.

Who that has purchased a "Cook's Tour" ticket and visited this city has failed to personally inspect the seals (at a distance) visit the Cliff, Sutro Heights, and all the attractions that the western end of the city affords. There is scarcely reason in this brief notice to more than mention their existence, while the Presidio which includes all the government reservation at the northwest end of the city is comparatively unknown,

and yet by the wisdom of the late General McDowell, followed by his successors in command that fine territory owned and occupied by the General Government has been turned into a Park, unexcelled in any other city in the Union, and under reasonable restrictions accessible to all. Few cities enjoy such an advantage.

The long sea wall on the North stretching for a mile or more the crowded wharves further South, bisected by the numerous ferry slips, all centering at the foot of the city's main artery, Market street, the docks for sailing vessels and large ocean steamers stretching beyond, while the oil tanks where the blubber hunter's daring work in the Arctic, is turned to merchantable oil, the ship yards where the naval vessels are built to protect the honor of the country abroad, or protect the citizens at home, and still further on the graving dock, where the largest vessels can be taken from the water and cleaned and repaired, while just this side the largest sugar refinery in the United States belches forth smoke day and night, all show that the city located on the finest harbor between the North Pole and the South, on the Pacific shores of the American Continent, has not neglected its advantages.

San Franciscans are emphatically an outdoor people. The mild climate admits of the enjoyment of outdoor life the year around and at all seasons on Sundays and other holidays, happy crowds are encountered on every outgoing morning train and boat and on the return passage at night. South of the city to San Jose, a distance of fifty miles, the road is almost continuously lined by comfortable homes and stately mansions. A few miles from the city, at Baden the extensive abattoires and all the plant for an immense packing house is established. Further south the famous Leland Stanford Jr. University is located. Across the Bay in Alameda



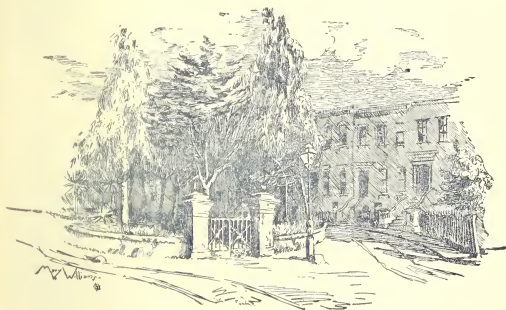
THE PIONEER BUILDING.

County, beside the flourishing suburban cities of Oakland and Alameda filled with pleasure spots, are numerous smaller towns, while drives of the finest abound in every direction. The grand old park surrounding the State University at Berkeley is a popular place to visit. To the north of the city, reached by a delightful ferry trip of twenty minutes, lies Sausalito, a romantic little town perched on the steep sides of a mountain, and embowered in shrubbery. Here boating is the favorite amusement and

two of the yacht clubs have their head-quarters while a third is across the arm of the bay at Tiburon. From Tiburon and Sausalito railroads run north into the redwoods and within an hour's ride of the city, trout fishing and good hunting can be found, even bear and deer being easily shot by the expert hunter. The scenery in these redwoods is something inexpressibly grand, and the quick transition from the city's bustle to the solitudes of the wilderness is one of the charms few other cities in the world can boast of.

The charitable people of San Francisco have supplemented the city government in establishing hospitals, homes for aged, asylums for the unfortunate, whether tender orphans or the afflicted of mature age. Schools are liberally provided by the city, and the training is of the best, in fact, the school system is a model. Private institutions of a high grade also are numerous.

Before dismissing the subject let us call attention to one feature of San Francisco that is unique. Although the different parts of the United States boast of a large com-



SOUTH PARK.

merce, and one or two lead this port in amount of tonnage arriving and departing] in the course of a year, no port in the world, save only Liverpool or London, can compare with San Francisco in the number of full rigged deep water ships that enter this harbor. On January 1st 1892, there were 86 full rigged ships in port engaged in what is known as "deep water" business, either chartered or seeking charter for wheat or lumber or general cargo to some distant foreign port. On the same date New York could boast of but 37 full rigged ships, Calcutta and San Francisco seem to be the refuge for large carriers, and at neither of the ports have the small sailer or tramp steamer made the inroads on the business that they have elsewhere. The government records for the past fiscal year show that this port was fourth in amount of imports and fifth in amount of exports, New York of course, leading all others in each. Although not in the lead, the increase here is worth noting. In 1870 the exports were valued at less than \$14,000,000, in 1880 they had increased to over \$32,000,000,, and in 1890 to nearly \$37,000,000. During the same year 280 steamers registering

448,813 tons entered or cleared at this port, bound to or from foreign countries, while 882 vessels of 299,641 tons were owned here and trading foreign or coastwise. In addition, the large fleet engaged in cod fishing, whaling, etc, makes quite a formidable total. The wheat trade however, offers the best field for business, so far as deep

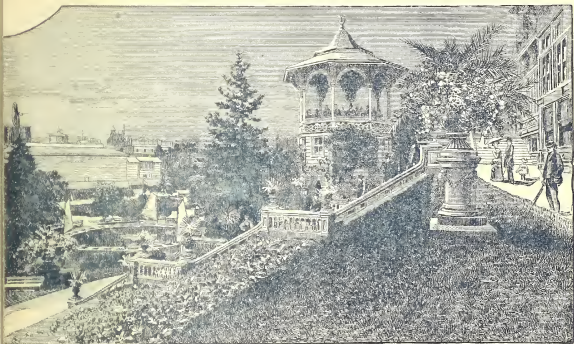


CALIFORNIA SCENERY.

water tonnage is concerned, and this employ brings a vast number of vessels each year to this port. In October over 400,000 tons register were bound here and while the number has since been much reduced, the aggregate is now nearly 300,000 tons, and that amount will not vary twenty per cent. one way or the other during the year, ar-

rivals and additions offset each other so closely. No more interesting sight can be found than to take one of the ferry lines, and cross the Bay, either to Oakland, Alameda or Sausalito, and witness the enlivening scene on the Bay as the ferry carries you along. From Telegraph Hill to Mission Bay, one long line of wharves, crowded with shipping, meets the eye, while in the Bay each side of a fairway kept open by State regulation, ships of all nations lie at anchor waiting for a turn to discharge or a berth at which to load. Pompous little tugs go wheezing about, darting in and out among the large craft, towing this to sea, bringing in that from a long voyage in a coasting trip, while many a fine vessel comes sailing in, scorning assistance of the impudent tugs, always on hand ready to do anything—for a consideration.

San Francisco is the center of the California wheat and flour trade, and much of the grain raised in the North likewise, comes here for a market or to be shipped to



WOODWARD'S GARDENS.

Europe. The exports for a series of years show that, save only New York, this port is the heaviest shipper of wheat and flour in the United States, and excepting one or two months in the year leads even the metropolis. Government figures which should be thoroughly reliable, fully bear out this statement.

From an article written several years ago by Captain W. L. Merry, the following extract is taken regarding the commerce of this port in the early days:

On the 16th of June, 1850, when the writer first saw Yerba Buena, nearly 300 sea going vessels were in port, many of them abandoned by their crews, and doomed to rot ingloriously in San Francisco mud.

The commerce of the city then commenced in earnest, and a singular commerce it was, full of amusing eccentricities which even now delight the pioneer who loves to recall the good old days. The demand for articles of Eastern manufacture became ur-

gent as the population of the State increased. There was no method of transportation available, except via Cape Horn, and time was an essential factor, for much of this merchandise was perishable. This led to the building of a sailing fleet unequaled in the history of navigation, and never likely to be reproduced, for vessels propelled by wind alone will gradually disappear from the ocean; steam will displace them, as electricity may subsequently displace steam.

The splendid clipper ships built on our Atlantic coast between 1850 and 1868 ranged from 1,000 to 2,000 tons register,—were all built of wood and heavily sparred, spreading in some instances 16,000 square yards of canvas. I have in mind one ship that, with both lower studding sails set, spread to the winds, in one width, 186 feet of canvas, 42 feet deep. Their models were superb and commanded the admiration of the nautical world. In these ships carrying capacity was sacrificed to speed; large breadth of beam gave stability under canvas pressure, and sharp ends gave unequaled speed. The remarkable distances covered by these winged racers is a matter of record. The



ONE OF SAN FRANCISCO'S PRIVATE SCHOOLS.

writer has sailed 385 nautical miles, *equal to 440 statute miles, in twenty-four hours, and this has been excelled on many occasions. The *Flying Cloud*, the *Sovereign of the Seas*, the *Flying Fish*, the *Young America*, and many other clipper ships have sailed over 400 nautical miles in one day, while their continuous runs were more remarkable still. The distance from New York to San Francisco via Cape Horn was covered in passages westward in ninety days, the shortest being the record of the *Flying Cloud* in less than eighty-nine days. Eastward the record was reduced to less than eighty days in some cases. This was no easy work; these ships were driven night and day under the spur of indomitable energy and skillful seamanship. That class of seamen never "went to bed in a long night-shirt like a farmer!" The same spirit controlled these men that actuated the gallant Farragut at Mobile Bay; when he gave the order, "Damn the torpedoes!—Go ahead!"

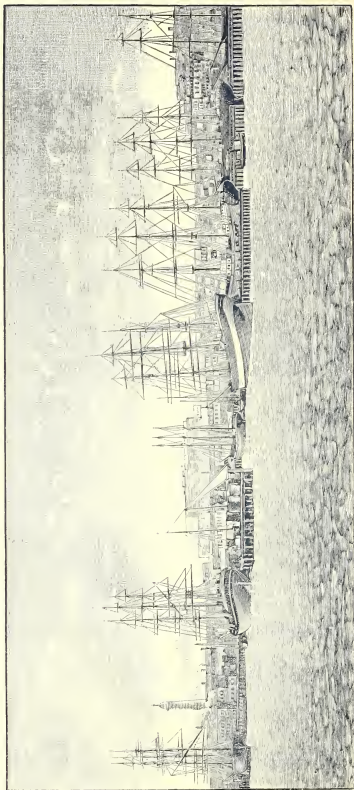
The shipping merchant had inducement to build ships that would outstrip those under other ensign. One ship in which the writer sailed cost \$132,000 at Sandy Hook

* The statute mile contains 5,280 feet. The nautical mile contains 6,040 feet, and is a subdivision of the earth's circumference at the equator.

ready for sea, and had in her an outward freight for San Francisco of \$112,000. Another in which the writer sailed cost at Sandy Hook \$113,000 and had in her freight of \$89,000.

Two voyages from the Eastern seaboard to San Francisco more than paid for a clipper ship in those days. For the return voyage many went home direct with what cargo could be obtained, and others went home via China, Callao, Calcutta and other ports. No national ensign ever floated or ever will float over such sailing ships: their day has passed, and the poetry of navigation has gone with it: machine sailors answer every purpose now. In their construction ship-builders made a national reputation, as witness the honorable names of Webb, McKay, Hall, Steers and others, some of whom have lived to witness the lamentable decay of American shipping.



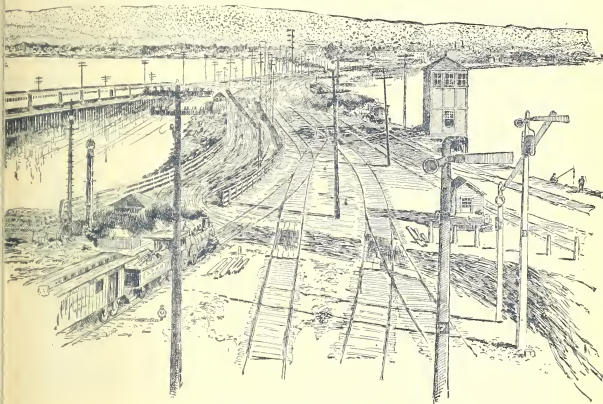


THE WATER FRONT.

Transportation.

SAN FRANCISCO may be said to be well supplied with transportation facilities, both by land and sea. There are three overland lines entering the city, all under the control of the Southern Pacific Company. Several local roads center here, and sailing vessels and steamers place us in direct communication with all countries of the world.

SOUTHERN PACIFIC COMPANY.—The three great arms of this system cover over 6,000 miles of track, besides some 7,000 miles of ocean highway, with New Orleans as the



PEN SKETCH OF OAKLAND MOLE.

central point, radiating thence to New York, Central America, the West Indies, etc. The three main divisions of the Company are the Sunset Route, connecting San Francisco and New Orleans; the Ogden Route, connecting San Francisco and Ogden, and forming part of the original overland route established in 1869, and the Shasta Route, connecting San Francisco and Portland, Or. These three lines have close connections with all lines making into their southern, eastern and northern terminals, and arrangements for the purchasing of through tickets between California and all eastern points. In addition to these main arms of the system, the Southern Pacific Company has several minor lines running into San Francisco, including the Coast Division, connecting San Francisco with Monterey, Tres Pinos and the Salinas Valley;

the Santa Cruz Division, between San Francisco and Santa Cruz, over the Santa Cruz Mountains; the Western Division, between San Francisco and the Livermore Valley, with a branch to San Jose, an other to the head of the Napa Valley, another to Santa Rosa and still another up the west side of the Sacramento River. Several of these Branches have feeders running to the most fertile and populous sections of the State tributary to San Francisco, besides a large number of smaller lines in both the southern and northern parts of the State feeding the main lines running into the city. In



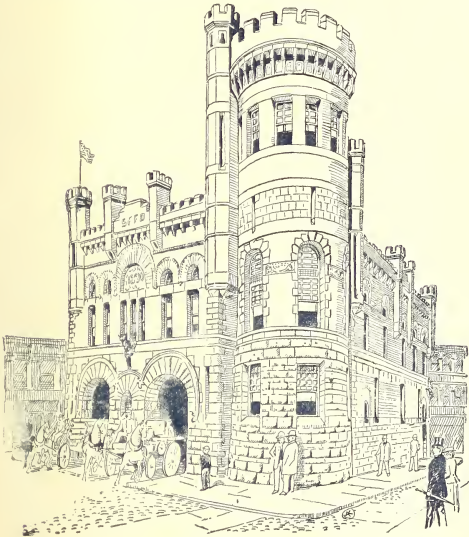
CALIFORNIA STREET LOOKING EAST.

addition, this Company has a ferry service of fifteen-minute intervals between San Francisco and the towns and cities on the eastern side of the Bay of San Francisco, and a line of river steamers covering the main points on the Sacramento River. The ticket offices are at 613 Market street and the ferry landing.

THE SAN FRANCISCO AND NORTH PACIFIC RAILWAY.—This line penetrates several of the richest valleys of the Coast Range Mountains north of San Francisco, one line running 113 miles from San Francisco to Ukiah, with branches to the Sonoma Valley, Guerneville and Sebastopol, and another to Petaluma, besides an excellent ferry service between San Francisco and San Rafael. Ticket offices, 2 New Montgomery street and the Tiburon ferry.

THE NORTH PACIFIC COAST RAILROAD also penetrates desirable sections of the region immediately north of San Francisco, connecting the city with Cazadero, Sausalito, San Rafael, San Quentin (where the State prison is) and Mill Valley. It has also a fine ferry service between San Francisco and Sausalito.

Besides these lines leading directly into the city, there are many others in various parts of the State acting as feeders to them and placing every section of California in direct communication with San Francisco.



PROPOSED FIRE ENGINE HOUSE.

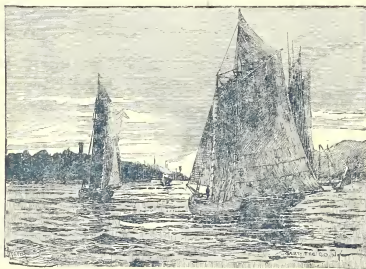
The principal rivers of the State are the Sacramento and the San Joaquin, which unite before reaching the Bay of San Francisco. They, with their tributaries, are navigable for a considerable distance from the city, and are well provided with a number of steamboat lines making frequent trips.

By reason of her fine harbor and her excellent geographical position, San Francisco has a very large shipping business, being the gateway between the United States and the Orient. Besides, she has a number of steamship lines connecting San Francisco

with the Atlantic ports of the United States and Europe. While the steamship lines, of course, carry the passenger traffic which goes by sea, the great bulk of the ocean freight-carrying is done by sailing vessels, which ply between San Francisco and the remotest corners of the world, bringing fruit from the tropics, coffee from Central America, seal-skins, ivory, whalebone and oil from the Arctic, sugar from the Hawaiian Islands, and other products from all countries, besides taking from San Francisco the bulk of the grain crop and distributing it among the ports of Europe. The principal steamship lines are the following:

THE PACIFIC MAIL STEAMSHIP COMPANY.—This Company has three main branches, all making frequent departures from and arrivals at San Francisco; one is to Japan and China, where connection is made with steamers to other parts in the Orient, and all the way around to Western Europe; another is to New York via Panama, transferring across the Isthmus of Panama by rail, and resuming steamers in the Gulf of Mexico; another is to Central and South American ports.

THE OCEANIC STEAMSHIP COMPANY.—This line connects San Francisco with



SCENE ON THE BAY.

Australia and the contiguous island provinces, stopping on the way at the Hawaiian Islands, and at the Australian end connecting with vessels bound for the islands and countries of the Indian Ocean and Europe.

THE OCCIDENTAL & ORIENTAL STEAMSHIP COMPANY.—This connects San Francisco with the Orient through Japan and China, making frequent trips, and at the western end of the

run transferring passengers, bound further, to the numerous steamship lines entering the ports of Eastern and Southern Asia.

In addition to these lines running to foreign ports, there are several connecting San Francisco with Pacific Coast points on the American side of the ocean, reaching the prosperous region of Puget Sound, the whole of the Alaska country and the entire American Coast all the way down to the southernmost ports of Chile.

CAMPAGNIE GÉNÉRALE TRANSATLANTIQUE, the only direct steamship line to France, and which runs the mail steamships between New York and Havre, is represented in San Francisco by its polite and popular general agent for the Pacific Coast, John F. Fugazi, at No. 5 Montgomery avenue and No. 19 Montgomery street. Mr. Fugazi has sub-agents at Portland, Oregon; Tacoma, Washington; Oakland, Los Angeles, San Jose and Stockton, California. Six fine, large express steamers are run by this popular company, which connect at Paris with the Western of France Railway, the Paris, Lyon, Mediterranean Railway, the International Sleeping Car and European Express Train Co.,

etc. This company issues excursion tickets for circular tours from New York (tickets good for one year) to France, Italy, Spain, Algeria, Tunis, Morocco, Malta, Corsica, etc. The rates of passage are lower than by any other first-class line in the world. For tickets and full information apply to John F. Fugazi, No. 5 Montgomery avenue.

NORDDEUTSCHER LLOYD STEAMSHIP CO. Situate, as it is, on the very verge of the

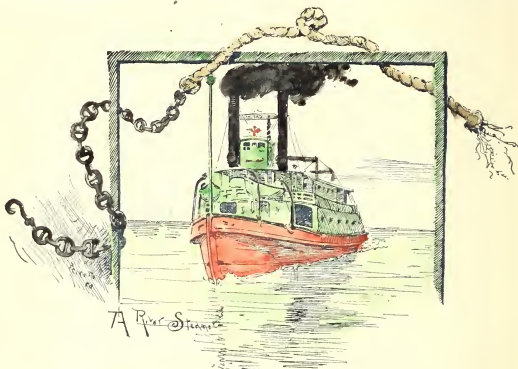


OUTWARD BOUND.

Occident, and being the converging point for a large traffic with the Orient, to South Sea countries, Mexico, South and Central America, so, the transportation business of San Francisco constitutes a very important interest and among those who are engaged in it none stand higher than Mr. Robert Capelle, the General Pacific Coast Agent of the

Norddeutscher Lloyd Steamship Company, whose office is located at No. 118 Montgomery street.

The Norddeutscher Lloyd Steamship Company was established as far back as 1857, and is to-day one of the leading organizations engaged in the great trans-Atlantic carrying trade. It has a large fleet of the most perfect "ocean greyhounds" afloat, each vessel being a magnificent specimen of modern marine architecture in which is combined speed, safety, comfort, and luxury. This company's steamers leave New York twice a week, so overland passengers who miss connection can only be delayed a day or so at the most; there are, also, extra boats during the very busy season. Bremerhaven is the Norddeutscher Lloyd Steamship Company's headquarters, but its principal European distributing point is Southampton, England, which the Company's fleet ships make in less than seven days from New York and in all weather. From thence London



is reached by a special Norddeutscher train in two hours, Paris in eight hours, and other points in proportionate time. The trip from Southampton to Bremerhaven by the Atlantic steamers takes twenty-four hours more.

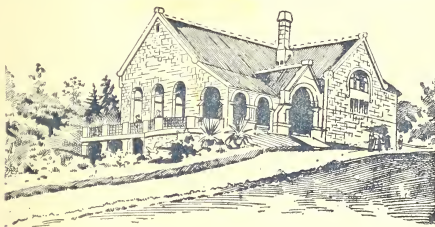
The Norddeutscher Lloyd Steamship Company, also runs a regular line of steamers between Baltimore and Bremerhaven. Like the New York express line, the Baltimore route is equipped with a splendid fleet of modern steamers from the yards of the Fairfield Shipbuilding and Engineering Company (formerly John Elder & Co.)

In addition the Norddeutscher Lloyd Steamship Company maintains a special "Mediterranean service" between New York and Genoa (via Gibraltar.) By this service invalids and others can reach the Riviera, the South of France, Spain, the North of Italy, Egypt, and etc., without crossing the Northern latitude of the Atlantic or the British Channel, and without any long and wearing railroad ride. The time by this route is eight days between New York and Gibraltar and eleven days to Genoa.

The table and other service of the Norddeutscher steamers is celebrated for its excellence and the cuisine is perfect. An orchestra band is a part of the equipment of each vessel, and in every respect the greatest care is taken of the comfort, convenience, and safety of the passengers.

Mr. Capelle is a perfect encyclopedia of information in regard to transportation and is always pleased to answer such queries as are addressed to him.

THE NORMANNIA AND THE FURST BISMARCK are the latest additions to the fleet of twin-screw steamers of the Hamburg-American Packet Co. In appearance they are similar to the other two fast fliers of the Hamburg Line, the "Augusta-Victoria" and "Columbia," except that they have only two pole masts while the others have three. What first strikes the observer are the graceful lines which run from the sharp, straight stem to the well-rounded stern. Three funnels rise from the hurricane deck, which are of huge dimensions, and, like the masts, incline backwards, thus giving the impression of speed. Speaking of one of these steamers a correspondent writes: She rests so gracefully upon the water and her lines are so beautiful that it is difficult to realize her immense size. She has a length of 500 feet, a width of 57½ feet, and a depth from the



CHILDREN'S PLAY GROUND IN THE PARK.

upper deck to keel-plate of 38 feet. The tops of the masts are 133 feet above the promenade deck. The three funnels have a width of 12 feet and stand 56 feet high above this same deck. The "Bismark" is of 8,500 tons register, but all closed rooms of the ship have a capacity of 11,938 tons.

A solid longitudinal bulkhead running through the ship from upper deck to keel divides the ship into two non-communicating halves, of which each is fully equipped to propel the ship. Each side is again subdivided into numerous water-tight compartments, which are capable of confining to one compartment any accident that may happen.

The enormous engines of 8,000 horse-power each, making a total of 16,000 horse-power, are of the triple-expansion type. The nine double-ended boilers are placed in three separate compartments and each set of boilers has direct and independent connection with each of the engines.

The steamer has two keels, one on each side, which has not only the effect of lessening the draught, but also prevents, to a great extent, the rolling motion, thus tending to keep the screws always under water and increasing the speed.

The crew numbers 325, the greater part of which is of course required by the machinery.

The comfort and elegance displayed on this steamer surpasses anything yet offered on any Atlantic liner. The large and luxurious saloons, the ladies' boudoirs, music, smoking and state-rooms generally, are fitted up in magnificent style, the best European artists having been retained to design, decorate and furnish them. The first cabin can accommodate 300 passengers.

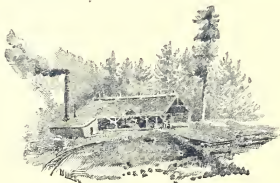
The conveniences in the second cabin on these steamers do not stand far behind those of first cabin. The whole aft part of the promenade deck is specially appropriated for the use of the second cabin passengers. There is also a tastefully fitted up ladies' saloon furnished in blue velvet, and a comfortable smoking-room on the same deck. The main saloon, 40 x 36, is on the upper deck and is artistically furnished and well lighted and ventilated.

The stéerage on these steamers is unusually high, well lighted, and provided with a perfect system of ventilation.

The "Bismark" is in command of Captain Albers who formerly commanded the "Augusta-Victoria" and before that the "Wieland."

The general agent for the Hamburg-American Packet Co. is Mr. A. W. Myer, from whom all details as to sailing and accommodations can be obtained, and who will cheerfully impart any information required for a trip to Europe. In his office, maps, time tables and statistics of hotels, places of attraction etc., in any country of Europe or the Orient can be consulted. A call at the general office, 401 California street, corner of Sansome, San Francisco, will result in the acquirement of more information of true value to the health seeker or tourist traveler than can be obtained elsewhere on the coast.

A. W. Myer, General Agency, also Foreign Exchange and Passage Office, 401 California street opposite Bank of California, San Francisco.



LUMBER MILLS.

Harbor.

THE standard works issued by the Government of the United States and Great Britain as guides to navigators, unite in speaking of the harbor of San Francisco as without exception the finest on the Pacific Coast of the two Americas. While the waters tributary to the bay furnish inland navigation of greater extent than any of the historic streams in New England, the Middle States, or the Southern States bordering on the Atlantic. This harbor surrounded by fertile slopes and bold and rugged mountains is so land locked that from the sea in a clear day it is impossible to discern any break in the hills that would indicate an entrance to a



CLIFF HOUSE.

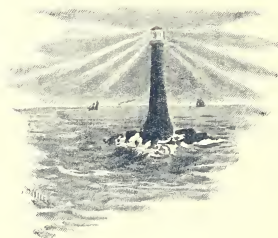
port; the Contra Costa hills seemingly to be a part of the immediate Coast Range. It was this fact that caused the early Spanish voyagers to pass it by. As early as 1542 the great indentation that stretches from Point San Pedro $37^{\circ} 35' N$ latitude to Point Reyes in $38^{\circ} N$ was discovered and called the Gulf or Pines as the voyagers anchored under the Marin county mountains and saw them covered with noble redwoods. Later other Spaniards sailed about this same Gulf and renamed the Gulf of Farrallones, which name is still given to the islands on its western boundary, but no well authenticated story of the discovery of the bay itself exists, until as elsewhere told, the Franciscan friars came upon it in their travels and named it after their patron saint.

With a depth of the bar of thirty-four and thirty-five feet at low water, a noble en-

trance in the narrowest point, over a mile in width and broadening quickly as the bold headlands fall away to the north and south, the bay soon expands to an inland sea.

From Telegraph Hill, the northwestern point of the city, it extends twenty-seven miles south with an average breadth of from five to six miles, and north ten miles to Point San Pablo where it opens into San Pablo Bay, a large body of water practically only the northern end of San Francisco Bay. Along the Carquinez Straits, through which the Sacramento and San Joaquin Rivers flow are factories, wharves and warehouses, making an almost continuous town for some miles. At Oakland are wharves for deep water shipping and the improvements being made in Oakland Creek by the general government will eventually make that a valuable harbor for the largest ships. All about the bay are towns that have easy water communication with the city, while San Francisco herself has miles of improved water frontage that can be almost indefinitely extended as the demands of commerce warrant it.

Although the harbor does not show from any distance at sea, Mount Tamalpais stands at the northern gate extending a welcome far out to the mariner weary of a long voyage or anxious to terminate a short trip. The government has well supplied the harbor with lights, and fog signals, and so great is the depth of water and so well defined the channel that it is an easy matter in clear weather for a stranger to the Coast to sail into the bay unaided by tug or pilot. A first class pilot service however is maintained and a tow boat service, which is equal to that of any port in the world.



Banking.

WERE it possible to leave out the glamor and romance that surrounds the early history of this city and state, it would seem that in the prosaic, exact business—science, one might call it—of banking, at least only facts should be admitted, and the Thomas Gradgrinds of the present day would enjoy at least in one chapter of this work what the great original held to, namely that “in this life we want nothing but facts, sir; nothing but facts.” Still in writing of San Francisco’s business interests, the mind cannot be deterred from wandering back to the days of ’49, when banks were good, bad or indifferent as the managers chose to make



them, when society was unsettled and security largely a matter of honor. When the immortal Sherman presided over the destinies of one financial institution, and Adams & Co., the great Eastern express corporation, was doing as its successors Wells, Fargo & Co. now do, an express, banking and post-office business, when all the gold delved for and earned by hard labor was sent out of the State by steamer to the east via Panama, and a run on all banks followed the next day, bringing ruin to thousands. Through the early experiences, through good fortune and bad, with ample opportunity afforded for shylock to make his deadly bargains through absence of usury laws, at last opens out in the full bloom of a settled financial policy the Bank of to-day. It is of that institution this brief article treats.

There are five classes of banks, the Private Bank, now almost like the Dodo, extinct; the Foreign Bank, always a “limited” organization, incorporated under the laws of

some foreign country, and operating more in the nature of a large loan organization rather than as a commercial bank; the National Bank, that since gold and paper money came to a level and eastern capital has become more plentiful, has slowly but surely grown in favor; the Commercial Bank that under State supervision seems now to do the lion's share of the business; and the Savings Bank, that aids the frugal in becoming free from want in time of sickness or distress.

In 1878 the State wisely provided for a Board of State Bank Commissioners, and from its last annual report, the following facts are gleaned. During the year ended July 1, 1891, the Commissioners examined one hundred and thirty-nine Incorporated State Commercial banks, five Agencies of Foreign Commercial banks, forty-five Incorporated State Savings banks, and reported on thirty-seven National banks and twenty Private banks; showing two hundred and forty-six banks in California, with a total capital and surplus of \$84,745,564.46, an increase since the last report of fourteen in number and \$6,213,125.04 in capital and surplus.



SUTRO HEIGHTS.

Ten banks retired—four Private banks incorporating under State Laws, one State bank closed by the Commissioners, two State banks voluntarily retiring, and three Private banks going out of business.

Of the twenty-four new State banks, nine are Savings and fifteen are Commercial banks, indicating a very favorable growth in the State's financial affairs, which may be accepted as an exponent of material advancement.

It is worthy of note that our State system has been adopted by such long established and high standing private bankers as Donohoe, Kelly & Co., Tallant & Co., and Rideout & Smith, there being now only one or two private banking concerns of any magnitude in the State.

Under the present law semi-annual statements—January and July—are required from the banks, and intermediate examinations are made by the Commissioners. If the law



SUTTER MILL.

were so amended that these statements could be demanded semi-annually for some past date, as in the National system, a marked improvement in the services of this Commission could be effected by necessitating the constant maintenance of a proper condition, as any day might bring forth a public statement. There would then be no inducement to hoard extraordinary cash balances for the purpose of showing plenty of money on hand January 1st, which has been one of the factors of a tight money market every winter.

THE NEVADA BANK of San Francisco, located at the corner of Pine and Montgomery, is one of the most reliable institutions of its kind on this coast. The capital stock of this well-known bank is \$3,000,000, and there is also a surplus of \$300,000 ready to meet any unusual emergency. Undivided profits, \$47,737.09. Its financial standing and claim to the perfect confidence of investors is based on the following formidable array of men of unimpeachable honor and integrity and vast resources: President, Isaias W. Hellman; Vice-President, John F. Bigelow; Cashier, D. B. Davidson; Asst. Cashier, George Grant; Directors, John W. Mackay, Lewis Gerstle, Henry F. Allen, Robert Watt, D. N. Walter, Jas. L. Flood, Isaias W. Hellman, C. De Guigne, Levi Strauss, H. L. Dodge and John F. Bigelow.

The Bank has agencies at Virginia City, Nevada. It is prepared to issue commercial and travelers' credits, available in any part of the world. It also makes transfers of money by telegraph and draws exchange at customary usances. The Nevada Bank possesses special facilities for dealing in bullion. It also issues bills of exchange on the principal cities of the United States, Europe, China, Japan, East Indies, Australian Colonies, New Zealand and Hawaiian Islands.

Capitalists, merchants and others will minimize all risks of delay and avoid a great deal of anxiety by patronizing this reliable institution.

TALLANT BANKING COMPANY, northeast corner of California and Battery. The old private banking house of Tallant & Co., which for many years was one of the landmarks of the banking business of San Francisco, after a useful existence of forty-one years, (having been founded in 1850) has become incorporated, with John D. Tallant, President; John McKee, Cashier; with an authorized capital of \$1,000,000, of which \$500,000 is paid in. This bank has been conducted along the lines of steady old conservative private banks. The Cashier, Mr. John McKee, is the President of the San Francisco Clearing House, a position he fills with satisfaction to the members. The assets of the bank on January 1st, 1891, were \$1,425,871, and the cash reserve \$311,600. The bank has never advertised for business, and in that it has followed the old ways of the great London private bankers. The correspondents are the well-known and first-class house of Drexel, Morgan & Co. of New York, and J. S. Morgan & Co. of London, and the National Bank of America, Chicago. The Board of Directors are: President, John D. Tallant; Cashier, John McKee; Assistant Cashier, F. W. Tallant; Mrs. Elizabeth Tallant and John Dempster McKee.



Life Insurance.

THE PACIFIC MUTUAL LIFE INSURANCE COMPANY of California is now one of the leading financial institutions in the United States. It was organized in 1868, and now possesses assets to the amount of about two and one-half millions of dollars. Senator Stanford was the first president of this Company. A policy of \$10,000 (No. 1) on his life, was the first engagement in the line of its business which it made.

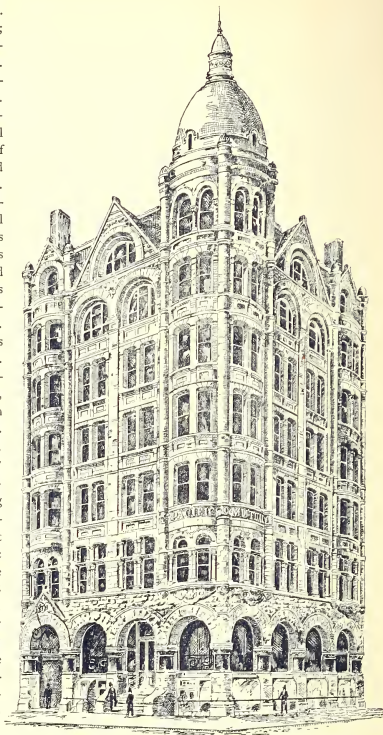
The Pacific Mutual Life Insurance Company is organized on a basis which is to the insured peculiarly advantageous. The stockholders of the Company are held by the law to an individual responsibility for the contracts of the Company with its policyholders, and its directors are made responsible for the acts of its officers; while, at the same time, all the profits of the business go to the policyholders, the stockholders' profits being restricted to the interest earnings of the money paid in by them. As an indication of what the policyholders reap from this may be mentioned the fact that between the date of its organization and the year 1890, the Company paid out to them, or their representatives, nearly five millions of dollars.

The Pacific Mutual Life Insurance Company issues endowment and accident, as well as life insurance policies, and its policies are written upon what are, to the assured, the most liberal conditions known, and yet there is no recklessness on the part of the assuring corporation. Every policy issued, and every condition attached to it, is based upon tables which represent the result of accurate computations made by actuaries who are thoroughly skilled in the science of life insurance and cognate branches of underwriting. These policies, according to their terms, are non-forfeitable, and are exempt from execution and the claims of creditors. Another thing, after two or more annual premiums have been paid upon a life policy, the policy may be surrendered for a fully-paid-for life policy, proportioned in amount to the premium paid. Upon the second annual payment of premium upon annual dividend securing policies, dividends commence to accrue and become payable either in cash to reduce the amount of premium, or by additions to the amount insured. If these dividends are left with the Company, unapplied, in time the policy will become not only self-supporting, but a source of income. On its face it is apparent that this form of policy is particularly adapted to persons of limited income who desire to make a provision for those who are depending on them.

Other points of vantage in the Pacific Mutual's policies are the absence from their conditions of harrassing restrictions as to residence or travel; so also, if the policyholder has paid two premiums upon a life or endowment policy, he may change his vocation at will, and after that time any error or misstatement that has been made in the application for insurance becomes, by convention, cured, and the policy incontestable on any other ground than absolute fraud.

To the insurer, the great point in all insurance is the prompt payment of the policy in the event of loss; and this is especially so with life and accident insurance. In this particular, the Pacific Mutual's record shows that it is the poor man's company. Its payments are made promptly, on the submission of formal proofs of death or injury; and by promptness in this respect is implied payment on the day the proof is made, and not a month or a week after.

The management of the Pacific Mutual Life Insurance Company is in the hands of Mr. George A. Moore, President; Mr. George W. Beaver, Vice-President; Mr. J. N. Patton, Secretary, and Mr. S. M. Marks, Assistant Secretary. Messrs. J. M. Kilgarif and F. H. Beaver are the General Agents for California of the life department, and F. W. Voogt and Bro. of the accident department. The personal wealth of the Company's stockholders aggregates over \$14,000,000, and the directorate includes such solid men as Robert Sherwood, L. S. Adams, Columbus Waterhouse, W. H. Crocker, W. R. Cluness, Samuel Lavenson, J. F. Houghton, Hugh M. La Rue, D. W. Earl, ex-Judge Fox, James Carolan, Henry T. Scott and L. P. Drexler—all leading business men and capitalists. The present office of the Pacific Mutual Life Insurance Company is at No. 418 California street, but a magnificent seven-story-and-basement building is being erected by the Company at the North-east corner of Montgomery and Sacramento streets, which, when completed, will be one of the finest pieces of architecture in the city. An engraving of their new building accompanies this article.



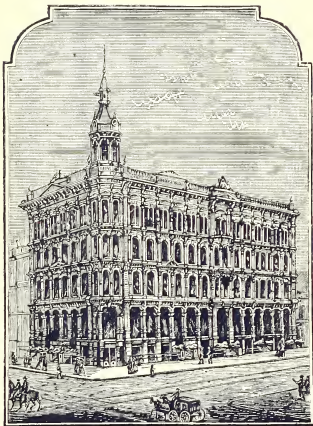
Fire Insurance.

THE CALIFORNIA INSURANCE COMPANY, 318 California street is one of the most prosperous companies on the coast. Dr. Samuel Merritt and C. T. Hopkins organized what may be regarded as "the plant" of this company, though its operations then was limited exclusively to marine business. In 1860 twenty men of wealth subscribed \$10,000 each, of which ten per cent. was paid in, and a stock note was given by each for the remainder of the subscriptions. The original stockholders were A. J. Pope, Samuel Merritt, W. C. Talbot, J. G. Clark, Calvin Page, H. B. Tichenor, S. C. Bigelow, John Van Bergen, Chas. Main, J. J. Felt, Michael Reese, D. C. McRuer, J. Belden, H. T. Teshmacher, Wm. Norris, C. W. Hathaway, John Findlo, Geo. H. Howard, Levi Stevens and John Bray. Some of these gentlemen having retired, some have joined the silent majority and some still remain stockholders. Dr. Merritt was chosen President and C. T. Hopkins Secretary, and the company's office was then located on the corner of Commercial and Battery streets. In 1862 Dr. Merritt resigned the Presidency and D. C. McRuer succeeded him, and in the same year the office was moved to the corner of Clay and Front streets. The business continued so prosperous that in 1864 the company removed to its present quarters. The following year Mr. McRuer went to Congress and Albert Miller succeeded him to the Presidency. In 1866 another change occurred when Mr. Miller retired and Mr. Hopkins was promoted to the position, and Zenas Crowell was elected Secretary. In July 1870 the capital stock was increased to \$300,000 by capitalizing \$50,000 of surplus and calling in an additional \$50,000 from the stockholders. The total then paid in by the stockholders amounted to but \$110,000, yet the capital stock amounted to \$300,000. The company adopted a wise policy in distributing its liabilities throughout the Pacific coast thus avoiding a heavy concentration of business in commercial centers. Its business in this city is chiefly confined to dwelling houses. In 1878 Mr. L. L. Bromwell became General Agent, a year later Vice-President and later on President, which office he retains.

This company has made remarkable progress and it would be difficult for any insurance company to make a better showing during the same period of existence. Over two hundred agencies are established throughout the Pacific coast and Territories. The company has paid over twelve per cent. annually on the capital, besides returning the capital to the stockholders. The present officers of the company are as follows: Mr. L. L. Bromwell, President; John Birmingham, Vice-President; W. H. C. Fowler. Secretary; M. A. Newell, Marine Secretary; Superintendent of Agencies, Mercer Otey; Messrs Bament & Burnet are General Agents of the Central Department located at Cincinnati, Ohio. The company has cash assets of \$1,316,535.73, a net surplus as regards policy holders of \$719,686.82 and have paid out \$3,358,601.10 losses. Mr. Bromwell, the President, has had a lifelong experience in underwriting. He was a classification clerk with the Phoenix Insurance Company of Hartford when barely twenty years of age and has since served in every capacity of the profession and now possesses a ripe experience, excellent judgment and indomitable energy, and to this trust he owes

much of his success. Since his connection with the company, its affairs have advanced step by step and grows more prosperous every day. Mr. Bromwell is a very affable gentleman and very popular among all classes.

Mr. W. H., C. Fowler, the Secretary, ably assists Mr. Bromwell and no less can be said of him as an experienced, energetic and capable business man. Such men as these are bound to succeed and in their hands the interests of this company are safe to prosper and advance in a ratio even exceeding its past record.



THE NORTHWESTERN NATIONAL INSURANCE COMPANY of Milwaukee, Wis., Alfred James, President, was incorporated in 1869, with a cash capital of \$600,000. From the beginning this company has methods which are entirely American, and is now doing an extensive and successful business throughout the United States.

On January 1, 1891, the company assets amounted to \$1,579,917 with a surplus as to policy holders of \$1,000,299, and a net surplus of \$400,299. The losses paid since its organization aggregate \$4,710,000.

Respecting the management and the business methods of this company it is one of the soundest in America. The directors own nearly two-thirds of the capital stock, and therefore have the success of the enterprise at

heart. They are all substantial business men of Milwaukee, each with a character and reputation that is a guarantee of fair treatment to the policy holders. We might mention as a director, Mr. P. D. Armour whom every one knows as the "Chicago Pork Packer." There are others equally distinguished.

The General Manager of the Pacific Coast Branch is Mr. George W. Turner of San Francisco, who has, through his own energy and perseverance, built up a substantial and increasing business for the company. Their spacious office is located at No. 322 Montgomery street, in the Safe Deposit Block which will be recognized by the accompanying cut.

BALFOUR, GUTHRIE & Co. The Insurance Department of this firm, under the management of Mr. Geo. W. Spencer, is located at 316 California street and occupies a prominent position among the leading offices in the insurance business. The following companies are represented: Manchester Fire Assurance Co. of Manchester, Eng-

land ; Caledonian Insurance Co. of Edinburgh, Scotland ; American Insurance Co. of Newark, N. J., and British and Foreign Marine Insurance Co. of Liverpool, England.

These companies are old and reliable, and, possessing large cash capitals and assets, furnish the strongest possible indemnity against loss.

They are thoroughly established throughout the United States, and through their extensive system of agencies transact an important share of the insurance business of the Pacific Coast.

LION AND IMPERIAL FIRE INSURANCE COMPANIES of London, England, have their Pacific Department Branch Offices in San Francisco at No. 214 Sansome street; and are ably and energetically represented by Mr. William Sexton, the well known and popular resident manager, and R. C. Medcraft the enterprising sub-manager. The Imperial is a pioneer company on the coast, having been established in San Francisco in 1853, while the Lion Company opened business here in 1878. The Pacific department for these companies includes California, Oregon, Washington, Idaho, Montana, Wyoming, Colorado, Utah, Nevada, New Mexico, El Paso, Texas, Arizona and the Hawaiian Islands. The management of this branch is represented by over eight hundred agents in its territory. Twenty-five clerks are steadily employed at the offices on Sansome street. This active institution has made a wonderfully good record during its long career on the Pacific Coast. All its losses have been promptly adjusted and paid, and its reputation stands second to none in the city of San Francisco nor in any of the many States where it carries on its business.

AMERICAN FIRE INSURANCE CO. of New York have a branch on this Coast and their office is at 413 California street.

The Pacific Coast department was established five years ago, Messrs. Butler & Haldan being general agents in this territory. The company was incorporated in 1857 and its latest statement shows that it is in a more flourishing condition than at any previous time in its history, and is one of the most reliable offices in this country.

Butler & Haldan, are also agents for the Phoenix Assurance Company of London, which is one of the oldest companies in the world having been incorporated by Royal charter in 1782, and having paid about \$100,000,000 in losses. Its business on this Coast is annually increasing owing greatly to the energetic methods pursued by the agents in attending to its interests.

These two companies each possess some particular advantages, and any one intending to take out policies should obtain full information from the general agents who are well known and experienced insurance men. Mr. Butler having been twenty-three years in the business in this city, and Mr. Haldan having begun his insurance career with Messrs. Cross & Co. in 1877.

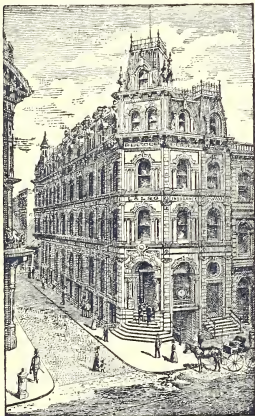
M. M. WACHENHEIMER, 405 California street. Among the underwriters of San Francisco there is no shrewder or farther-sighted man than Mr. M. M. Wachenheimer. He has come from the bottom rung in insurance business to his present position and represents two very solid companies, the Allemania Fire Insurance Company of Pittsburg, Penn., and the St. Paul German Insurance Company of St. Paul, Minn.

The Allemania Company is one of the oldest companies in the State of Penn. Its incorporation dates back to over thirty years. It has a capital stock of \$200,000 and assets

exceeding \$396,549 and has paid over \$500,000 in losses. That it is doing a sound business is demonstrated by the fact that its last balance sheet shows a net surplus of \$73,506.

The St. Paul German Company has a capital stock of \$500,000 and assets which amount to over \$1,000,000. Its last year's business shows a surplus of over \$300,000.

All the companies represented by Mr. Wachenheimer are not only in a solvent and prosperous condition, but they do business on terms which are as reasonable as the principles of underwriting will permit, without impairing the safety of the organization. Mr. Wachenheimer, personally, (as well as the companies for which he is agent) is noted in insurance circles for the promptness and liberality of his settlements in cases of loss. Insurance placed with him is, in case of misfortune, found to be what the name implies.



THE LIVERPOOL AND LONDON AND GLOBE INSURANCE COMPANY is the greatest institution of its kind in the world, and was the first company to issue a fire insurance policy on the Pacific Coast. The company was founded in 1836, and was established in the United States in 1848. The Pacific Coast department was instituted in 1852, with headquarters in San Francisco. A few figures in regard to this colossal company will, if pondered over, prove very instructive as illustrating the magnitude of its operations and the extent of its reliability. Its total assets are \$45,814,122, and, as it is of the unlimited liability description, its thirteen hundred shareholders—all people of substance—are all personally liable for its engagements. Over seven millions and a half of the assets mentioned are invested in the United States. Since the organization of the company, it has paid out in losses \$100,803,183. Of this amount \$49,587,874 represents payments which have been made in the United States, including \$3,-

999,776 on the Pacific Coast.

The Pacific Coast department of the London and Liverpool and Globe Insurance Company is organized with a local directory, of which William Alvord is Chairman, Levi Strauss, Deputy-Chairman, and William Babcock and Lovell White, members. Charles D. Haven is the Resident Secretary, C. Mason Kinne is the Assistant Secretary, and the offices are at No. 422 California street—an imposing building, by the way, which is owned by the company.

The Liverpool and London and Globe Insurance Company is one which, by reason of its vast resources, its long career, its admirable management and its prompt settlement of its liabilities, commends itself to all reflective persons who are providing indemnity in case of disaster.

THE FIREMAN'S FUND INSURANCE COMPANY is not only the largest of all the Pacific Coast fire insurance companies, but is the largest fire insurance company organized west of New York; in fact, it may be said to hold a leading position among the larger insurance corporations of the world.

The Fireman's Fund Insurance Company was organized in 1863 with a capital of \$200,000, and its present position of importance in the underwriting world is by no means owing to fortuitous circumstances; on the contrary, the company fought its way through difficulties and adversities, and its success is the direct result of good management and the financial stability of its officers. While still in the adolescent period of existence, it came through the Chicago fire, the Boston fire and the great Virginia City fire, and promptly settled every claim against it as fast as they were presented. For eight years after the Boston fire, it was the only Pacific Coast company which was represented in the East. Since that time the Company has constantly grown in resources and expanded its field of business. After the Boston fire its capital, which had in 1865 been increased to \$500,000, was cut down to \$300,000. But this was again increased in order to meet the rapid enlargement of its business, to \$750,000 in 1880, and again to \$1,000,000 in 1886; and the end is not yet. The company is on the jump and some idea of its progress may be gathered from the fact that ten years ago its total assets were but little in excess of its present surplus.

The volume of business which is handled by the Fireman's Fund Insurance Company is not only large, but is also of the best character. The company has such standing now that it is sought out by prudent insurers who understand business methods and the invulnerable character of the indemnity which it offers, backed and guaranteed by its \$1,000,000 of capital, its \$2,800,000 of assets, and its careful yet enterprising management.

The Fireman's Fund Insurance Company does both a fire and a marine business, and it writes policies on the easiest terms that are compatible with safety to the underwriter; its policies are clear-cut business documents, which leave no doubt in anyone's mind as to what risks they cover; and, finally, in the event of loss, its adjustments are fair and equitable, and its settlements prompt.

The management of the Fireman's Fund Insurance Company is in the hands of Mr. D. J. Staples, as President; Mr. W. J. Dutton, as Vice-President; Mr. Bernard Faymonville, as Secretary, and Mr. J. B. Levison, as Marine Secretary. Mr. Staples is a pioneer, and a business man and financier of character, experience and capacity. Mr. Dutton ranks as an expert in the science of underwriting, and the other two gentlemen have been promoted to the responsible positions they hold because of their business integrity and aptitude.

The company occupies elaborate offices in their own building on the southwest corner of California and Sansome streets.

MONTGOMERY BAGGS, 132 California street, is general agent for the Mannheim Insurance Co., limited, and also transacts a general business as a fire insurance broker. The Mannheim Insurance Company is one of the most reliable marine offices in the world. Its tenth annual statement shows it to be in a more prosperous condition than ever. The guarantee fund of the company consists now in \$200,000 issued capital, \$462,500 reserve fund, \$298,650 reserves for outstanding claims and risks not run off. It has agencies in every commercial city in the world. The bankers of the company

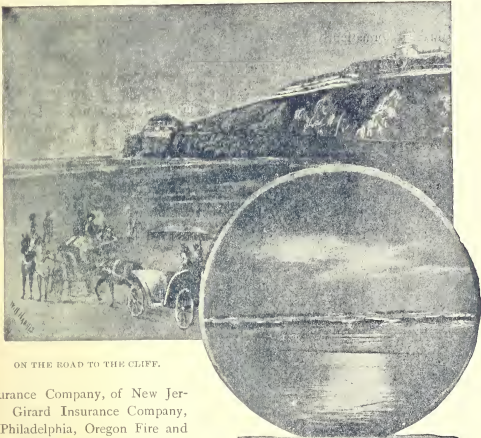
are established in the following cities: London, London and County Banking Co., Limited, Chartered Bank of India, Australia and China Limited, Union Bank of London, Limited; Liverpool, Bank of Liverpool; Sydney, City Bank of Sydney; Paris, Charles Weisweiler; Berlin, S. Bleichroder; Hamburg, Deutsche Bank (Berlin) Hamburg Branch; Bremen, Deutsche Bank (Berlin) Bremen Branch; Amsterdam, Amsterdamsche Bank; Antwerp, Banque de Credit Commercial; Mannheim, Rheinische Creditbank; Vienna, K. K. priv. allgem. Oesterr. Boden-Credit, Anstalt, Wiener Bankverein; St. Petersburg, J. E. Gunzburg; Copenhagen, Danske Landmandsbank; Genoa, Banca Generale—Sede di Genova; Brussels, Societe generale pour favoriser l'industrie nationale; Liege, Banque Generale de Liege; Smyrna, De Cramer Freres; Braila, Banque de Roumanie; Athens, Banque de Credit Industriel de Grece; New York, Hallgarten & Co; Rio de Janeiro, Brasilianische Bank for Deutschland. Mr. M. Baggs is in communication with all the leading fire offices, and possesses special facilities for placing large lines on all classes of insurable property. His long experience and excellent judgment enable him to give patrons the very best advice, and parties intending to place risks should write to him for circulars and information which will be cheerfully transmitted.

MANHEIM, DIBBERN & Co., 217 Sansome street, do one of the most reliable and extensive businesses devoted to general brokerage and insurance, carried on in San Francisco. For eleven years this house has enjoyed a share of public confidence and patronage enjoyed by few others. The present members of the firm are H. L. Manheim, San Francisco Stock and Bond Exchange, J. H. Dibbern and I. Manheim, all of whose names are more than a sufficient guarantee of the integrity and ability of this well-known house.

This firm make a specialty of note and security brokerage business, and probably do as much of this kind of work as any other individual house on the coast. As their work is confined exclusively to the city, no confidence is placed in unreliable or disinterested agents, but is under the immediate supervision of the three members of the firm.

The offices are divided into three distinct business departments, each being managed as a concern of its own. This arrangement prevents confusion and greatly facilitates the dispatch with which each is managed. In addition to the Security and Note Department, to which reference has already been made, they also control the agencies for this city of three of the most reliable and best-known insurance companies doing business on the Pacific Coast. They are: Scottish Union and National Insurance Company, of Edinburgh, Scotland; Phenix Insurance Company, of Brooklyn, N. Y.; Insurance Company of State of Pennsylvania, of Philadelphia; American Fire Insurance Company, of Philadelphia; Pennsylvania Insurance Company, of Philadelphia; Greenwich Insurance Company, of New York; the City of London Fire Insurance Company, of London, England, and the Security Insurance Company, of New Haven, Conn. It would be invidious to draw comparisons between such thoroughly established institutions as these, each of which possess some valuable and exclusive features, but it will suffice to say that under the management of Manheim, Dibbern & Co., the local business of each office has been materially increased.

MANN & WILSON, 322 and 324 California street and 302 and 304 Sansome street, are the largest insurance agents in this city. Their agencies cover every branch of insurance that is required at the present time. The following is a complete list of the companies represented by them: The Lancashire Insurance Company, of England, Agricultural Insurance Company, of Watertown, New York, Citizens' Insurance Company, of Cincinnati, Firemen's Insurance Company, of Baltimore, Firemen's



ON THE ROAD TO THE CLIFF.

Insurance Company, of New Jersey, Girard Insurance Company, of Philadelphia, Oregon Fire and Marine Insurance Company, of Portland, St. Paul Fire and Marine Insurance Company, of St. Paul, and Teutonia Insurance Company, of New Orleans. In the Marine Department are: La Fonciere Marine Insurance Company, of Paris, L'universo Marine Insurance Company, of Milan, and St. Paul Fire and Marine Insurance Company of St. Paul. Steam Boiler and Plate Glass Department comprises the Hartford Steam Boiler Inspection and Insurance Company, of Hartford, and Metropolitan Plate Glass Insurance Company, of New York. The propriety of insuring boilers cannot be too strongly impressed upon the owners of breweries, hotels sawmills, and every place where steam power is in use. The Hartford Steam Boiler Inspection



and Insurance Company has returned to its patrons, in losses paid and inspections, the sum of \$1,978,937.23. The Company issues, monthly, a paper called *The Locomotive*, in which is much information relative to the management of steam boilers, monthly reports of the Inspectors of the Company, list of explosions, so far as they can be obtained each month, and other valuable information. This paper is sent to the policy holders free of expense. This being the Pioneer Company of America, it has had wide experience, and has become familiar with its business. Boilers of nearly every description are under its care, and at its various offices may be found statistics and much valuable information, which has been collected by its agents and inspectors, relative to boilers, their attachments, setting, defects, etc. This information is free to its patrons. The Metropolitan Plate Glass Insurance Company is legally authorized by the laws of the State of New York to do exclusively Plate Glass Insurance against Accidental Breakage, and the only one that has a surplus and capital of \$250,000. The multiplicity of ways that Plate-Glass, Mirrors, etc., are broken, suggests to every one the wisdom of insuring against accidents; 'tis too late when your glass is broken to try and insure it. The fact that this company have during the past year adjusted more than twenty one hundred claims is proof of its ability to meet all demands made upon it. In all dealings with their patrons, Mr. John Scott Wilson and Mr. H. R. Mann can be thoroughly relied on, and in the peculiar transactions that frequently arise in a vast insurance business it is absolutely necessary that there should be perfect confidence between the policy holders and the companies agents. The firm have a large stock of circulars, pamphlets etc., on hand, setting forth the advantages of the various companies they represent and all property owners of whatever kind, who are thinking of insuring cannot do better than communicate with Mann & Wilson.

MR. W. J. CALLINGHAM is an underwriter of experience and character who has been established in business in San Francisco for nearly a quarter of a century past, and who is well and favorably known to the general public, as well as to the members of his guild.

Mr. Callingham is General Agent for the City of London Fire Insurance Company, of London, England. This is one of the leading underwriting corporations of the world. It has a capital of \$10,000,000, and has assets located in the United States to the tune of \$746,186. This company is doing a large and profitable business, and has been represented on this Coast by Mr. Callingham for about ten years past. It writes policies on easy terms, and is both prompt and liberal in its settlements.

The Scottish Union and National Insurance Company, of Great Britain, is another Company represented by Mr. Callingham. This Company was organized in 1824, and has a capital, paid up and guaranteed, of \$30,000,000. Its cash assets are shown by its last balance sheet to be \$19,550,042. Mr. Callingham has represented this Company for the past five years, and writes a goodly share of business in its behalf. It is a reliable organization, and adjusts its losses in a ready and liberal spirit.

J. B. F. DAVIS & SON. The Standard Marine Insurance Company, limited, of Liverpool, England, is represented in San Francisco by Messrs. J. D. Spreckels & Bros., as General Agents, and by Messrs. J. B. F. Davis & Son as Brokers and Managers, with offices at Nos. 508 and 510 California street. The same firm, in the same capacities, represents the Union Insurance Society, of Canton, limited, the head office

of which is in Hong Kong, British China. Both Companies issue policies on freights, treasure, merchandise, etc., to and from all parts of the world. The policies issued by the Union Insurance Society, of Canton, participate in the profits of the Company, and have paid in dividends on contributory premiums since 1874, an average annual cash dividend of twenty-two and four tenths per cent.

Messrs. Davis & Son, who are, to the insuring public, the active representatives of these Companies, have held their present business relationship for the past seven years, and have been engaged in the insurance business as brokers for over twenty years. They are active, astute, honorable underwriters and brokers, with whom business can be transacted promptly and on satisfactory conditions. They have an extensive connection among merchants and ship owners, and do a large and valuable business for the companies they represent. Both of these Companies are solid institutions whose settlements in the event of loss or average are prompt and satisfactory.

THE INSURANCE COMPANY OF NORTH AMERICA, a Philadelphia organization, is the oldest fire insurance company in America. It is almost as old as the Federal Constitution, having been established in 1792. It has witnessed the failure and ruin of over six hundred business opponents. It has paid out to policy holders, for losses, over \$67,000,000, and now offers to insurers a policy of indemnity which is backed and secured by a cash capital of \$3,000,000, and cash assets to the amount of \$9,000,000, which is about equal to one-twentieth of the combined assets of all the American and foreign companies doing business in the United States. In obedience to the true science of underwriting and insurance management, the North America's business is so thoroughly distributed that were the cities of New York, Boston, Philadelphia, Chicago and San Francisco to experience, on the same day, conflagrations equal to the great Boston fire of 1872, every policy holder that had a claim against it could be promptly paid without exhausting the Company's capital and surplus. Insurance in such a company is insurance in deed as well as in name. The Pacific Department of the Company embraces the States and Territories of California, Oregon, Montana, Washington, Nevada, Idaho, Arizona, also British Columbia and the Hawaiian Islands, and is under the management of Mr. Thomas A. Mitchell, with headquarters at No. 412 California street, San Francisco.

JOS. C. JENNINGS & Co., are the General Insurance Agents for the Southern Insurance Company and the Germania Insurance Company, both of New Orleans, La. They have the city agency for the Caledonian Insurance Company, of Edinburgh, the Manchester Fire Assurance Company, of Manchester, and the American Insurance Company, of Newark, N. J. Their office is at 317 California street, San Francisco.

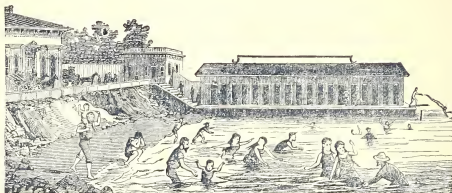
THE HOME MUTUAL INSURANCE COMPANY of California, with headquarters on northeast corner of Sansome and California streets. It was incorporated in 1864, is one of the most prosperous, conservative and popular fire insurance companies of the age.

The Home Mutual is not a mutual company at all. It is important that this fact be borne in mind because within the last few years the term mutual came to bear distinct and technical meaning among insurance organizations. The Home Mutual however, is a home company in the fullest acceptance of the term. It was organized in 1864 with a capital stock of \$300,000, and possessed on the 1st of January, 1891, assets to the amount of \$867,512 against \$22,567 of liabilities. This shows a gain in the Com-

pany's net surplus of \$278,901, a net profit over everything. Comparatively speaking these figures may appear small, but they are phenomenally healthy.

The officers of the Home Mutual Fire Insurance Company are: Mr. J. F. Houghton, President; Mr. Henry L. Dodge, Vice-President; Mr. Charles R. Story, Secretary, and Mr. R. H. Magill, General Agent.

The Home Mutual Fire Insurance Company is a conservative organization, and devotes particular attention to the insuring of dwelling and ranch properties for terms of years at conservative prices. The Company, however, desires nothing but the best quality of risks. It does not wish to extend its connection beyond the Coast, but within that limit wishes to continue doing, as it has in the past, the cream of the business.



SANTA CRUZ BEACH.

MESSRS. GEORGE EASTON & CO., of No. 312 California street, are insurance agents and represent one of the largest combinations of underwriting corporations on the Coast. The Companies for whom they do business are the Glens Falls Insurance Co., of Glens Falls, New York; the Merchants Insurance Co., of Newark, New Jersey; the Union Insurance Co., of Philadelphia, Pa.; the Springfield Insurance Co., of Springfield, Mass.; the New Hampshire Insurance Co., of Manchester, New Hampshire; the United States Insurance Co., of New York city; the Buffalo German Insurance Co., of Buffalo, New York; the Newark Fire Insurance Co., of Newark, New Jersey; the New York Bowery Fire Insurance Co., of New York city; and the Jersey City Insurance Co., of New Jersey. This is a vast aggregation of stable, substantial underwriters.

The firm of George Easton & Co. is composed of George Easton, A. Wenzelburger, Julius Jacobs and E. P. Farnsworth. It is the successor of the firm of Jacobs & Easton which was established twenty-two years ago. The present firm does a large business; it is well known and enjoys a large measure of public confidence. The individual members of the firm are active, intelligent, amiable, honorable business men, and this added to the solidity of the organizations they represent, gives them a favorable business standing.

Messrs. George Easton & Co. are prompt to settle losses, and slow to raise technicalities when the day of adjustment arrives.

WM. J. LANDERS, 205 Sansome street, is the General Agent for the Pacific department of the Guardian Assurance Co. of London, and also for the Sun Fire Office of London. The Guardian Assurance Company was incorporated in London, England, as far back as 1821, and it offers several advantages which make its policies specially acceptable and these are:—

1. The paid up capital of \$5,000,000 is the largest of any company doing a fire business in this country.

2. Its fund in America consists of about \$400,000 in cash, and nearly \$1,000,000 value in Government Bonds, which are held for the special security of American Policy Holders.

3. Savings Banks, Bankers, Capitalists, Estates, Merchants, and others requiring absolute protection against loss by fire in San Francisco, or any of the large towns on this Coast, are advised that the Company absolutely limit acceptances in San Francisco and elsewhere, to an extent which guarantees the fullest protection in the possible contingency of conflagrations such as occurred in Chicago and Boston.

4. For the convenience of its patrons, the Company accepts amounts on approved property in California, Oregon, Nevada, Utah, Idaho, Montana and Washington, also Alaska.

5. Wheat in warehouse insured, if desired under open policies, with certificates acceptable to any of the Banks or Banking institutions of the Coast.

6. In answer to the discrimination occasionally sought to be made in favor of so-called "home" companies, agents will call attention to the Company's "home" or American investments, which entitle it to similar consideration.

7. The Company will issue Policies insuring against loss of rents during the reinstatement of property destroyed or rendered untenable by fire.

8. Transfers and all endorsements made without extra charge, except where the risk is increased.

9. Dwellings—Public Buildings, School Houses, Seminaries and Churches insured for three years at double the annual rate, when suitably located.

10. Losses promptly adjusted and paid without prior reference to the Head Office.

The Sun Fire Office of London is the oldest insurance office in the world. It was established in 1710 and for nearly two centuries it has transacted a steadily increasing business. Its cash assets amounted on 31st December, 1890, to the very large sum of \$10,044,712, and upon the same day its American assets stood at \$2,222,724.

THE SUN INSURANCE COMPANY is a local underwriting organization doing business with a capital of \$300,000.00. Col. C. L. Taylor is the President of the Company, and at the present time is also President of the Chamber of Commerce. Col. Taylor by his personal efforts and persevering energy has done very much in making the Chamber both large in numbers and efficient in producing results for San Francisco's benefit. Wm. H. Friend, who has been with the Company for a number of years as Cashier has recently been elected to the position of Secretary.

A special and peculiar feature of this Company is that under its by-laws not less than twenty-five per cent. of its annual profits must be laid aside as a reserve fund for the better protection of its policy holders. The Sun Insurance Company was organized in 1882, and since the day it threw open its doors for business it has had a large and

profitable patronage both in fire and marine writing. Its directorate embraces the names of some of the most prominent and reputable business men and capitalists in San Francisco. The names are: Mr. James D. Phelan, capitalist; Ex-Mayor E. B. Pond; Mr. R. D. Chandler, coal merchant; Mr. I. Steinhart, Anglo-Californian Bank; Mr. W. G. Hall, ship builder; Mr. J. J. McKinnon, lumber merchant; Mr. James R. Kelly, President of the Hibernia Bank; Mr. J. N. Knowles, shipping merchant; Mr. Sol. Wangerheim, shipping merchant; Mr. Alfred Barstow, Attorney-at-Law, and Mr. C. L. Taylor, President of the Company. The office of the Company is located in their own building at 428 California street, San Francisco.

The marine business of this Company is far from being an unimportant one, as last year it ranked only second among the locals in business written. H. Stephenson Smith who has been with the Company since organization is its Marine Secretary. Its surplus to policy holders over its capital stock is more than \$200,000.00, while it has paid to stock holders since organization \$195,000.00 in dividends.



COOK HOUSE IN THE HARVEST FIELD.

Real Estate.

LAND HUNGER is inborn in the Anglo Saxon, and while here in San Francisco the population is cosmopolitan in the widest sense, the Anglo Saxon predominates as he does everywhere within the confines of the United States, and therefore this land hunger prevails, always unsatisfied while always seeking to be sated. The laboring man, the merchant's clerk, the artizan all seek to place in Savings Banks, or Building Associations, or other investment companies, their little earnings, each hoping that by a few years of frugality he can own his own home.

Wealth invests in the palatial homestead, and buys land and erects dwellings as an investment that the less fortunate who are obliged to rent, make profitable. This, true, is the history of every growing community and San Francisco differs but little from others except in the hard experience, the city is common with the whole State, that was undergone in early days and which still leaves its trace in places now. A wild sparsely settled country when Mexico wrested it from Spain, land was of little value, and there is doubtless truth in the story that in one case at least, a citizen whom the Viceroy of Spain, (when it was a Spanish Colony) wished to reward, was told to ride from the sea due east from sunrise to sunset on his fleetest mustang, next day to ride due north, and the next day due west, and the territory within those bounds were his. Exact surveys were rare, grants indefinite, and worse than all when the country was occupied by the United States, little respect was shown for even the property rights which were beyond dispute, if the owner were merely a native Californian. Unscrupulous speculators got bogus claims or swindled the rightful owners out of their lands, and for years a clear title to property was a rarity. The courts gradually worked their way through this confusing labyrinth, and the first stage in the upbuilding of the Commonwealth was past. Then the era of large holdings which owners refused to improve or part with had to be in turn slowly traversed before activity in realty could fairly be begun. The policy of the railroad company, long one of holding, was changed some years ago. New roads found an entrance to the southern part of the State and hemmed in the North, immigration followed, enterprise awoke and what in modern slang is termed a boom, was started in almost every city and hamlet in the State, and many new towns sprang into existence. Like the ever recurring tide, speculation in real estate has its ebb and flow which cannot here be followed.

Suffice that each decline is like Micawber's "falling back for a spring of some magnitude" and the spring is successful and each overlaps its predecessor. The State is now in a most healthful condition, millions of acres once dependent on the uncertainties of a California winter for moisture, have now irrigating canals and ditches built at vast expense, furnishing each land owner abundant supply of water, and what were dreary sheep walks are now fertile prosperous farms; tracts are subdivided into small holdings and prosperous communities exist where hardly sufficient could formerly be raised to keep one family from starvation.

All improvements in the State at large, help San Francisco, the financial center of the Coast, and where the dividends derived from successful enterprises in the interior eventually are, in a great measure, expended. Real estate here has always been in demand and the improvement companies which of late years have taken up outside lands,



CALIFORNIA AND MONTGOMERY STREETS.

graded, laid out the streets, sewered and brought into the market homesteads, ready to be built on or have built on them, that homes at moderate cost and on easy terms stand ready for the homeseeker, have done much for the development of the City. Cable lines have with foresight, been boldly run far beyond the settled portions of the

City, only in a year or two to find the properties settled all along the line, the population following the roads, as an army its leader. The foresight of the authorities in selecting the Golden Gate Park site, followed by the numerous cable lines that have been built to it, and, in fact clear to the ocean beach, has drawn the population steadily westward, while the same means of transportation has caused the highest hilltops to be selected as favored dwelling spots. Slow in some respects, backward in public improvements, such as the repairing the streets with noiseless material, and extending the electric lighting of the town, San Francisco can boast of the energy shown by its real estate owners as a class, in improving the properties held and offering comfortable homes and handsome business structures to those seeking quarters in either. The suburban towns have always been attractive to the business men of the city for residences, and it was only when the cable system of the different corporations was perfected and a network of roads spread through the city that the tide fairly turned toward the fine residence properties so close to the business portion of the city. Improvements in city, suburbs and country go hand in hand, all tending to build up a great commonwealth and a great city, and the future of this city and State are both exceedingly bright.

EASTON, ELDRIDGE & CO., REAL ESTATE. One of the most important factors in real estate circles in the State of California, and in San Francisco as the central point of operations, is the well-known firm of Messrs. Easton, Eldridge & Co., a firm of responsibility and holding a strong position in matters concerning real estate. The firm is a corporation, organized under the laws of the State of California, with its principal place of business in San Francisco, and is under the management of its officers: Mr. Wendell Easton, president; Mr. George W. Frink, vice-president; Mr. F. B. Wilde, secretary, and the Anglo-California Bank, treasurer. This firm has been identified for over a quarter of a century with the prominent real estate transactions in the State, and is an advance guard in the development of new sections of the State, and hold a leading position with regard to improvements.

At the office in the city of San Francisco a large force of employees carry on the details of the extensive business in all its branches, including the renting of houses and the collection of rents, holding power of attorney for absentees, handling of real estate at private or public sale, acting as trustees and custodians of funds for investment, which brings them in contact with all classes of people and in every line of investors.

The firm have been actively engaged in the promotion of important enterprises, and during the year 1891 induced the investment of a number of local capitalists in the construction of the Metropolitan Railway, which is now under contract to be in operation by March 1, 1892. During the past season, Mr. Wendell Easton, president, organized the Pacific Coast Savings Society, one of the strongest mutual savings banks in the State of California, which is now in successful operation with its shareholders and interested parties in every county in the State.

In colonization matters the firm have taken an active hand, and were extremely successful in San Diego County, where they succeeded in dividing up and settling the El Cajon grant of 48,000 acres, and developed from a sheep pasture and grainfield one of the most prosperous communities in the State of California, and which is now a scene of activity and thrift, based upon actual income from viticulture and citrus fruits.

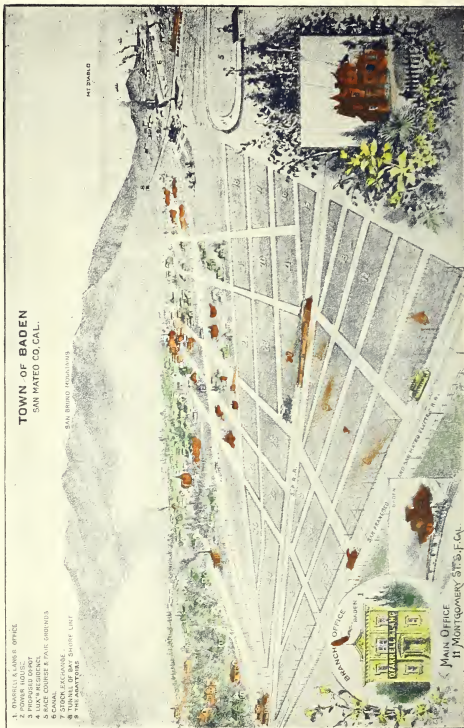
The firm were also strongly identified with realty matters in the city of Los Angeles during its most active time, and completed the arrangements of the construction of the immense Arcade depot, which is now being used by the Southern Pacific Railroad Co.

TOWN OF BADEN SAN MATEO CO. CAL.

1. DIABLO LANDS OFFICE
2. POWER HOUSE
3. PROPOSED DAM
4. LUXURY RESIDENCE
5. RACE COURSE & FAIR GROUNDS
6. COUNTRY CLUB
7. STOCK EXCHANGE
8. TUNNEL OF BAY SHIP LIFT
9. THE AMATEURS

SAN BRUNO MOUNTAINS

MT. DIABLO



MAIN OFFICE
11 MONTGOMERY ST. S. F. CAL.

for its terminus in Southern California. The firm of Messrs. Easton, Eldridge & Co., with its principal place of business at 638 Market street, San Francisco, opposite the Palace Hotel, has also close connections in every county in the State, and is in a position to transact business of a real estate nature in all its branches.

BADEN—SAN FRANCISCO'S GREATEST SUBURB. Within the last eighteen months the expectation of the public has matured into an absolute realization that the city of San Francisco is to have established at her southern door one of the largest manufacturing enterprises ever undertaken on the Pacific slope.

Several of the wealthiest and most energetic citizens of the city of Chicago, seeing the opportunity presented just at the threshold of our own city, quietly proceeded to acquire title to an ample strip of the bay shore and the adjacent lands immediately south of San Bruno mountain, and are now engaged in the construction of one of the best harbors and largest commercial shipping points on our coast.

The Baden stockyards comprehend all of the features of the noted stockyards of the city of Chicago, and embrace many natural characteristics of incalculable value for the purpose intended. The situation of Baden and its harbor on the bay is not only extraordinary in its adaptibilities for the use of a vast factory enterprise, but occupies a position with reference to the State of California, and especially the city of San Francisco, which not only emphatically assures the success of the undertaking, but gives a value to neighboring districts far in excess of ordinary expectations.

As can be seen by the accompanying cut of Baden, the business portion of the new city is to be located directly west of the extensive factory site, and immediately along the line of the S. P. R. R., where for such purposes nearly one thousand large and elevated lots have been set apart, and early in the year will be offered to the public at prices ranging from \$150 to \$500 per lot, on terms of only one-fifth cash. These remarkably low prices and favorable terms are rendered possible because of the absence of any desire on the part of the promoters of this great industry to engage in land speculation, but rather to encourage the growth of a thriving and prosperous city essential to the requirements of the thousands of men their business will daily employ.

Remember that Baden is only nine miles from the centre of San Francisco, is directly on the line of the Electric Road and the Coast Branch of the Southern Pacific system, over which trains pass every half-hour.

O'Farrell & Lang, one of the most prominent real estate firms of the city, with main offices at No. 11 Montgomery street, are the sole agents handling these lots designed for business and residence purposes. It is their pleasure to furnish detailed information referable to Baden and its attractions.

S. P. MIDDLETON & Co., located at No. 22 Montgomery street, is the pioneer house in San Francisco in the auctioneer business, having been established in 1849, by Mr. John Middleton. Mr. Samuel P. Middleton is, at present, the sole owner and manager, and makes a specialty of the sub-division of large tracts, and the disposing of them at private and auction sale. These tracts are usually handled for private parties, and the amount of property so disposed of by Mr. Middleton is simply astonishing. Many large blocks of land in the Mission have been subdivided by him in this manner, as have also much of the land both north and south of the Park. This firm was the sole agent in the subdivision and sale of two hundred building lots in the Knowles tract near Ocean View; and their successful and rapid work brought them much commendation and deserved praise. Five men are employed in the offices steadily, and the business is constantly extending and increasing.



Yosemite Falls

Mirror Lake, Yosemite

Yosemite

The Grand Chasm

El Capitan, Yosemite

Glacier Point, Yosemite

Maroon River and Glacier Point

M.H. Co.

Wholesale and Jobbing.

SAN FRANCISCO from its inception has been essentially a commercial city, although as a manufacturing center it is well up in the list of great manufacturing towns of the United States. Still from its position it could not be otherwise than the distributing center of the world's merchandise, destined for the various points on this Coast. Before the days of railroads all the merchandise for the State



GOLDEN GATE PARK—ALVORD LAKELET.

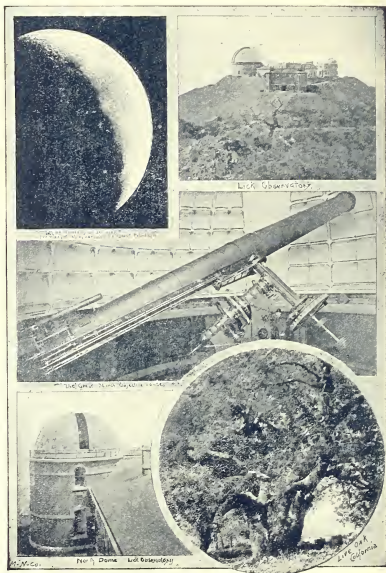
and contiguous territory eastward, passed between the Heads, was unloaded at this port, shipped by steam or sail up the rivers to the furthest interior point reached by water, and from there mule teams carried it on to its destination. Even before the discovery of gold San Francisco had become in a small way a center for traffic and from that time on rapidly increased in the volume of business transacted. Until the first overland rail-



GOLDEN GATE PARK—MAIN DRIVE.

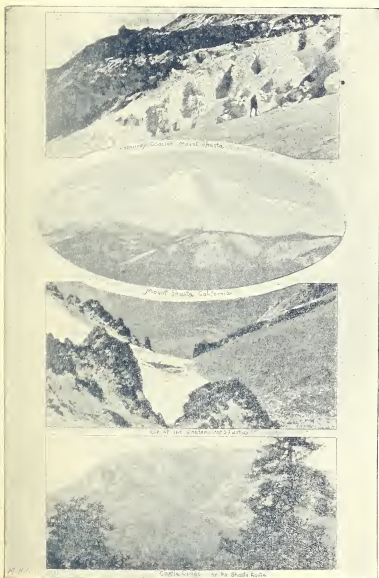
road was completed, this city had almost a monopoly of the business of the Pacific Coast of the United States. A shrewd merchant could calculate to a very positive figure just what the supply of any staple was, the amount due within a given time and the demand, and many a fortune in those halcyon days was made by cornering the

market at the proper time. With the advent of the railroad this became an obsolete system and while the import trade continued to be a leading feature of the commerce of this port, the export trade called also for recognition, for the State was gradually changing from a mining to an agricultural commonwealth. The importers had been supplying the trade with provisions, flour and all essentials, but one day the State awoke to the fact it had learned to supply its own food and had a surplus. It was dis-



covered that not only it could supply such necessities as bread and meat, but fruit, wine, oil, and all the products of orchard, vineyard and farm of the temperate zone and the intermediate belts almost to the products of the tropics themselves. The sea gave of her wealth in salmon, halibut, cod and even the whale offered its tribute of oil and bone. The forests to the North furnished abundant timber, supplementing the rich redwoods of this State, the mines yielded coal and iron as well as precious metals, and

in short the land of gold changed to a land of universal enterprise where almost everything needed to clothe, feed or comfort a civilized being was produced in abundance with a surplus to spare for the less fortunate in other parts. The day of the importer as a ruler passed away; the packer of canned fruits and fish, the exporter of cereals, fruits, wine and produce generally, the miller and manufacturer, began to share with him the profits and honors of the State's vast commerce. Notwithstanding this, the

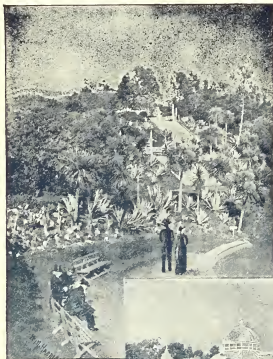


import trade grew apace and in spite of unfavorable legislation by Congress which deflected much trade rightfully belonging to this city, to the British Province at our North, in spite of fair rivalry in Oregon and in the Southern portion of our State, San Francisco holds still the leading position of distributor of foreign goods for the whole Coast, and the chief shipper of the products of the Coast. Almost the entire wheat surplus of California is shipped from this port, an occasional cargo going from San

Diego or Wilmington, while a large percentage of the Northern surplus finds its way here from the Sound or the Columbia to be shipped hence to Europe. As an illustration of this 90,610 barrels of flour and 1,442,385 centals of wheat reached this port from Oregon and Washington during the crop year 1890-91, while 14,017,377 centals of wheat and 1,181,872 barrels of flour were exported from San Francisco. The Southern ports exported 77,748 centals of wheat in addition to this. The crop of wheat amounted to nearly one million tons, or about an average yield, which stands out in sharp contrast with the imports of Chilian flour in the early days to supply the demands of the small population then here.

Barley, hops, corn, oats and rye are all raised in quantity for export to Europe, to

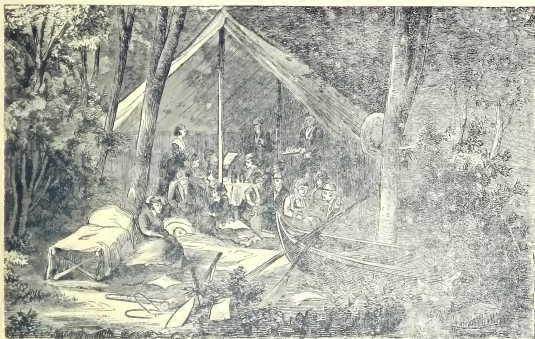
Pacific ports and Atlantic cities of this country. Vegetables are sent North and South, raisins and oranges are driving out the products of other lands in the Eastern markets, canned fruits, vegetables and salmon from this port are known in every market in the world. The lumber and spars of this Coast, like carrying coals to Newcastle, are sent everywhere, even to Norway. Our wines are selling in France, Germany and Italy; our wool



GOLDEN GATE PARK—ARIZONA PARK AND THE CONSERVATORY.

competes with the best in the manufacturing districts East. This Coast produces almost everything, and all it produces is able to stand competition with the same articles from other sections. In our import trade coal is drawn from Europe, the Orient, South America, Australia, the Eastern United States, and last, but by no means least, from the States at our North and the neighboring province of British Columbia. San Francisco capital controls and has developed all these Northern mines as the same enterprise has laid tribute on the forests and waters of the great undeveloped North. It was San Francisco capital that developed the sugar industries of the Hawaiian Islands. It was San Francisco capital that largely assisted in bringing to its present state, coffee culture in Central America. While the berry is largely produced for sale in Europe,

it is shipped to this port to the extent of some 150,000 bags per annum, and is distributed by San Francisco merchants throughout the Western United States, competing with New York, as far east as St. Louis. San Francisco capital has built up a business in raw sugar that, refined on this Coast, supplies its demands and spares from the annual surplus, over 10,000,000 pounds to other markets. In conclusion, it may be of interest to give the following figures of imports and exports, showing the position this city holds in the commerce of the country. The last completed report of the Bureau of Statistics shows that \$7,558,140 in treasure were imported into this city and \$20,670,885, exported. During the past thirty years 305,167,509 pounds of tea, valued at \$86,832,314, were imported, the largest amount in one year, being 24,170,516 pounds and the smallest, way back in 1860, was 1,144,830 pounds. The report on the coffee trade from the same source of information shows, in the year 1889, there were



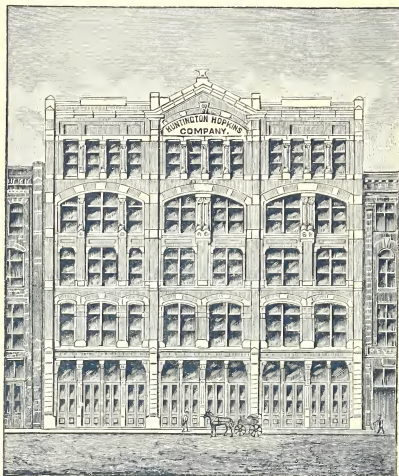
CAMP LIFE.

20,571,079 pounds imported and 3,118,938 pounds exported. There were 323,809,804 pounds of sugar received here, refined and exported or consumed. California hops are in favor where ever good beer is brewed, and 7,234,764 pounds were sent away from here. The imports of coal now average over 1,000,000 tons per annum. Quick-silver has been a leading article in the export trade, and at one time the California product controlled the markets of the world but, of late years, the low prices have prevented all but the richest mines from being worked and the output, therefore, is much reduced. The imports at this port amount to over \$50,000,000 per annum and the exports, to nearly the same figure. The Custom's receipts amount to upwards of \$10,000,000 per annum; the United States Treasury receipts, on average, to \$7,000,000, while the real and personal property, is valued at over \$300,000,000. These figures clearly show the wealth and importance of the community.

THE HUNTINGTON-HOPKINS COMPANY is, by succession, one of the oldest as well as one of the best known mercantile houses on the Pacific Coast. Indeed, through the personality of its original founders, this house is imbedded in the history of the State and of the great engineering achievements of the century.

In 1849, when California was a remote, newly acquired, yet, by reason of the recent gold discoveries, shining speck in the great federation of States, Mr. Collis P. Huntington established himself in the hardware business in Sacramento, which was then a sort of station on the road to "the mines." His place of business was at No. 54 K street. Early in "the fifties" Mr. Huntington was joined by Mr. Mark Hopkins, the two assuming the firm name and style of Huntington & Hopkins. This firm continued the

business until 1868, meeting with great commercial success and establishing a mercantile reputation which has never to this day waned. Meanwhile Messrs. Huntington & Hopkins had become prominently and actively identified with the trans-continental railroad scheme and had brought the building of the Central Pacific, through the most discouraging circumstances, to a successful conclusion. Their entire time, at-



tention and energies were at this time required in the management, development and expansion of the great transportation interests which were involved in the operation of their road. For this reason they, in 1868, enlarged the *personnel* of the firm by the admission of Mr. Chas. Miller, Mr. W. R. S. Foye, Mr. H. H. Seaton and Mr. Albert Gallatin to junior partnerships, the firm name being changed to that of Huntington, Hopkins & Co. These gentlemen were then entrusted with the active management of the business, and with the exception of Mr. Seaton, who retired after a few years, are to-day directing its affairs.

In 1872 the firm of Huntington, Hopkins & Co. purchased the mercantile interests of the Russell & Erwin Manufacturing Co. at San Francisco, and on those interests founded a great branch house in the commercial metropolis of the Pacific Coast. Their first store was at the junction of Bush, Market and Front streets. Their business grew steadily and developed beyond the capacity of their accommodation, and so, a few years ago, they erected for themselves vast business premises on First street reaching through to Fremont street where they are now permanently located. About the same time the firm was incorporated with Mr. Albert Gallatin as President; Mr. Charles Miller as Vice-President; Mr. C. P. Huntington as Treasurer; Mr. W. R. S. Foye as Secretary. Mr. Hopkins had died before the incorporation and his interest had been purchased by the firm. His name, however, still remains identified with the business as shown by the title of the corporation.

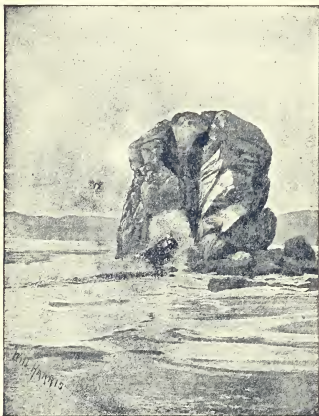
The character of the stock carried by the Huntington, Hopkins Company is comprehensive; it embraces heavy as well as shelf hardware, and raw material as well as manufactured goods. Its leading lines may be said to be bar bundle, sheet and plate iron and steel; wrought and cast iron piping, etc; blacksmith, milling, mining and railroad supplies; building material and auxiliaries etc.

The Huntington, Hopkins Company may be said to be typical of the best phases of California commerce. It is a pioneer concern with a history and a flavor of the ox-team days of mercantile interchange. It is a vigorous contemporary concern with a great, bustling and important present, or touch with all the modern ideas of commerce, and in control of a vast trade which extends all over this and adjacent States and Territories into British Columbia, Mexico, and the islands of the Pacific.

Of the officers of the Company, Mr. Miller and Mr. Huntington reside in New York and Mr. Gallatin and Mr. Foye in San Francisco. The latter are necessarily in charge of the active management of the Company's great interests; and it is a task for which they are well equipped, for they are thoroughly versed in modern commercial methods and have a complete knowledge of the requirements of their consuming markets. The trade which they handle gives employment to about one hundred and twenty-five assistants.

PARAFFINE PAINT COMPANY, 116 Battery street, manufacture under letters patent the well known "P. & B." paints and compounds. These compounds are numerous and compose the following: P. & B. Terebithine Proof Pile Covering; the only successful method used on this Coast, and endorsed by prominent experts and by State and U. S. officials. P. & B. Roof Preservative Paint is unexcelled in durability. P. & B. Wood Preservative Paint is better than Tar or Asphalt, because of its penetration and elasticity. P. & B. Keg, Vat and Barrel-Coating Paint is inexpensive, and far superior to Pitch; it is odorless and tasteless. P. & B. Waterproof Preservative for Brick and Stone is absolutely overcoming percolation and dampness. P. & B. Acid and Alkali Proof Compounds are resistant also to gases and fumes. P. & B. Electrical and Insulating Compounds are answering all the purposes of more expensive material. P. & B. Leather and Cloth Compound adds life to the material with little cost. P. & B. Ideal Roofing is the cheapest, lightest and most durable in the market. Portable, easily laid, fire-resisting, odorless and clean. P. & B. Building Papers are no dearer than common sheathing, and far superior. P. & B. Ideal Color Paints are unexcelled in their wearing qualities. P. & B. Insulating Papers, and P. & B. Single Coated Express

Paper for express packages. Waterproof and clean. P. & B. Paint has for its base a mineral pronounced by chemists to be practically indestructible, and when dry, on exposed surfaces, is more fire-proof than so-called fire-proof paints. Neither salt nor fresh water, alkaline, nor acid solutions of any kind make any impression on surfaces coated with this paint. It preserves iron and other metals from rust, and applied to clean metal surfaces completely arrests oxydization. The reason why the P. & B. Paint makes the best coating for metals or wood is, that one of its chief ingredients is the most volatile liquid known to chemistry. This liquid evaporates immediately after application of the paint, and causes the mineral to penetrate deeper into the pores of metal, wood, brick, or other substances than anything else will; in consequence of this the



THE BEACH BEYOND THE CLIFF.

expansion and contraction and the ordinary cracking and breaking of other coatings does not occur with the P. & B. paint, hence it is especially well adapted for metal, etc., which is called upon to stand fluctuations in temperature. The paint completely fills the outer pores of any substance, and being in its nature more elastic than any other coating, makes a perfect preservative coat. The paint sets quickly, and, as soon as dry, is absolutely tasteless and odorless. It preserves wood from decay and the ravages of ants and other land insects, and the marine parasites, the *Teredo* and *Limnoria*. For submerged timber, piles, underground sub-ways and conduits, it is the greatest preservative ever used. For wood or for brick foundations, sidewalk stringers, fence posts, etc., it is unequaled and will not wear off. It is put up in liquid form of a proper consistency for application with a brush. Its color is a good black, leaving a coating similar in appearance to Japan. It is the best roof paint in the market, for either iron, tin, or shingle roofs; moist or dry atmosphere has no effect on roofs painted with P. & B. paint.

The output of the works for last year was 100,000 gallons of paint, 500,000 yards of building paper, 75,000 yards of pile covering and 75,000 yards of roofing. The efficacy of their products has been so definitely proved that arrangements have been made to double the output for next year. The company issue very descriptive circulars which should be in the hands of every property owner and paint dealer on the coast

The factory is located at Berkeley and the refinery at Ventura. Mr. R. S. Moore is President and Mr. S. C. Irving Secretary and Manager, and to the energetic methods followed by these two gentlemen the success of the company is largely due.

The paints and insulating compounds are daily becoming more in demand and can confidently be relied on to be all that is claimed for them.

NEUSTADTER BROTHERS, S. W. corner of Sansome and Pine streets, are the largest manufacturers of men's furnishing goods on the Pacific Coast. This firm was established forty years ago by L. W. & H. Neustadter, and during the whole of that period they have annually experienced a large increase of business until they now occupy a large five-story building and a basement, as store-rooms and show-rooms only. No other firm on this Coast is so well known in the manufacturing of their special lines as this one is. From Vancouver to Mexico, a workman can hardly be found who will not acknowledge the superiority of the celebrated "Boss of the Road" overalls, and equally well known "Standard" shirts. For strength and durability these two brands of clothing are positively unequaled, and Neustadter Bros. are the sole manufacturers of both. The popularity of the goods placed on the market by this firm is sufficient guarantee that the greatest possible amount of value is given in all the various departments of their business. The capacious warehouse is stored with every imaginable kind of gent's furnishing goods, and as fifty people are constantly engaged at their salesrooms, they are able to attend to country and city orders with the greatest dispatch.

The factory is located on the corner of Gough and Grove streets, and the services of between five and six hundred hands is necessary to meet the demand for the goods of this well known house. It is a fine building three stories high, and adjoining it is a large warehouse, in which is stored the piece-goods used in the manufactory. Their business is not confined to the Pacific Coast, a large trade, which has greatly increased of late, being carried on with retail houses in the Hawaiian Islands, and also in the East. These facts will give some idea of the firm's local business, but it by no means includes all their undertakings. One of their specialties is the manufacture of neckwear, such as ties, mufflers, neckerchiefs, etc., and for this purpose large quantities of silk goods are imported from the leading European houses and are made into innumerable patterns of neckwear at the factory owned by the firm in New York. In addition to the departments already enumerated, Neustadter Bros. carry a very heavy stock of hosiery including everything from the delicate silk hose of a society Miss to the coarse woolen goods required by a ranch hand.

The firm are agents for the Marysville Woolen Mills, so well known on this Coast for their superior qualities of blankets and flannels, full lines of which are always on hand. They are also sole agents for the world-renowned Lion brand of collars and cuffs the elegance and neatness of which are remarked wherever they are seen.

Without fear of contradiction it can safely be asserted that this firm carries as large and as complete a stock of men's furnishing goods as any house in the United States. The present members of the firm are Henry Neustadter, J. H. Neustadter, D. Neustadter, S. Feuchtwaenger and J. Oppenheimer, and it is to their energy, business capacity, good judgment and desire to satisfy their numerous customers that their unparalleled success in the commercial world is entirely due.

MURPHY, GRANT & Co., Northeast Corner Bush and Sansome Streets. One of the first dry goods houses established in San Francisco was that of Eugene Kelly & Co. It was a well organized commercial establishment, which carried a large stock and transacted a valuable business that grew with the development and settlement of the Coast. Associated with Mr. Kelly were Mr. Joseph A. Donohoe, Mr. Daniel T. Murphy (who had crossed the plains by the Southern route for the purpose of engaging in business), and Mr. Adam Grant. In the course of time, Mr. Kelly withdrew to organize a banking establishment in New York. Mr. Donohoe also withdrew and connected himself with the firm of Donohoe, Ralston & Co. After the withdrawal of Mr. Kelly and Mr. Donohoe, the firm changed its name, assuming that of Murphy, Grant & Co., and Mr. Thomas Breeze was admitted into the firm. The firm of Murphy, Grant & Co., in its present *personnel* is composed of Mr. Adam Grant (one of the original founders of the firm), Mr. Henry M. Murphy, Mr. Joseph A. Ford, Mr. Joseph D. Grant and Mr. Hugh L. Whipple, Mr. Daniel T. Murphy, Senior, having died a few years ago. Messrs. Murphy, Grant & Co. are now, and have been for many years, the leading merchants in the dry goods trade on the Pacific Coast, and, in fact, one of the leading houses in that line in the United States. They occupy very extensive five-story business premises on the northeast corner of Bush and Sansome streets, where they carry a large stock, and which embraces everything in the dry goods line to be found in the markets of the world. It goes without saying, that a house which is engaged in such an extensive way of commerce, is in a position to keep the most expert and reliable buyers looking out for its interests in the various manufacturing and fashion centers, and to not only secure early consignments of everything new, but to purchase and to sell on the very best terms. In their business methods, the firm of Murphy, Grant & Co. have always been noted for their straight-forwardness and integrity. A child could deal with them without fear of being bested or unfairly used, and it is probably owing to that fact that the wide-spread commercial connection which they have gathered around them has stuck to them with such tenacity throughout their long mercantile career. At any rate, they have the connection and turn over an annual business which aggregates millions of dollars and gives employment to over one hundred people.

E. T. ALLEN, whose headquarters are located at 416 Market street, is unquestionably the leading importer and dealer in sporting goods on the Pacific Coast. He deals in all kinds of fire arms, fishing tackle, lawn tennis goods and everything that the sportsman requires to ply his joyous vocation.

California affords a fine field for sport of every variety which has a tendency to attract and delight people of every age, sex, or creed. One can form a rough estimate of the amount of sporting goods sold on this coast when the fact is taken into consideration that this one firm does an annual business of one quarter of a million dollars.

Mr. Allen employs eleven hands in his elegantly fitted up establishment and has two travelers on the road. His trade covers the entire coast and is constantly increasing in proportions. Mr. Allen established himself in business in 1875 and has by careful attention to business and honorable dealing, placed his house in the lead of all others.

AWAY BACK IN THE DAYS OF THE GOLD EXCITEMENT in 1850, an English gentleman named Matthias Gray, after a short and unsuccessful experience in the canyons and foothills of California, returned to the city of San Francisco, and after working under Joseph Atwell, who was the first in the field, for a short time, he opened the first exclusive music store here. He did business under the firm name and style of Matthias Gray, and prospered. As the community grew and settled down to what may be termed legitimate business pursuits, developing social intercourse and establishing homes, so grew the business of Matthias Gray, until it reached vast proportions and stood out as one of the leading houses engaged in that pursuit in the United States. Four years ago Matthias Gray died and this business was incorporated under the name and style of the Matthias Gray Company, of which Mr. F. W. Ludovici has lately become Vice-President and manager. It now occupies large business premises at Nos. 206 and 208 Post street, comprising the best and prettiest musical hall, for chamber music and recitals, in San Francisco (called Steinway Hall); also four beautiful piano warerooms, with separate chambers for each make of pianos they carry.

The Matthias Gray Company are agents for the famous firm of Steinway & Sons, as also for Ernst Gabler & Bros.; the Webster Piano, C. D. Peese & Co.; and a number of other pianos of all grades. The company are also agents for the Packard organs.

The Matthias Gray Company import and deal in all kinds of band instruments, accordeons, violins, guitars, mandolins, sheet music and all musical merchandise. It continues, as in Matthias Gray's lifetime, to be the leading music house on the Pacific Coast, and the congenial meeting place for the musical profession.

MR. JEROME B. STANFORD AND MR. TIMOTHY J. STACK are engaged, under the firm name and style of G. W. Clark & Co. in conducting a large business as importers of and jobbers in foreign and domestic wall papers, window shades, and similar merchandise. This is the oldest firm engaged in that line of business in the city, having been established by Mr. G. W. Clark in 1852. Mr. Clark remained at its head until his death, and the fact that the house still retains his name shows that the firm has a well-established and valuable reputation. As a matter of fact it turns over a trade of about \$350,000 per annum, and gives employment to about one hundred hands. These are immense figures. Messrs. G. W. Clark & Co. carry a very large stock of the very best hand-made opaque shade materials, and their trade facilities are so advantageous that they are able to place these goods before their customers for the same price that other houses charge for machine-made opaque. Messrs. Clark & Co. devote particular attention to fancy dado and hand-painted shades; also to lettering and other ornamental work. They manufacture store and other shades to order. Messrs. G. W. Clark & Co. have made arrangements with the leading manufacturers of the world in their line of goods, by virtue of which they hold on exhibition at their show rooms, No. 653 Market street, full lines of samples of each manufacturer's product. This saves purchasers the time which they would consume in hunting up each selling agent separately, beside affording an opportunity of comparing patterns and making better selections. In mercantile circles the firm of Messrs. G. W. Clark & Co. hold a leading position, and their reputation for commercial honor and enterprise is unquestioned and unquestionable. The firm is continually growing in importance and enlarging the volume of its trade.

REDINGTON & Co., of Nos. 23, 25 and 27 Second street, is the oldest as well as the largest and most important house in the line of wholesale drugs, patent medicines and druggists' sundries in the Pacific Coast states. This business, now grown to immense



proportions, was established in San Francisco in a small way by J. H. Redington in 1850, and is therefore the pioneer drug house of California. The present firm is composed of W. P. Redington, C. W. Smith, I. S. Coffin and A. G. Coffin, and has a

capital-stock of \$400,000. The style of their New York house is Coffin, Redington & Co., at No. 72 John street. The company's store occupies three full size buildings of five stories each, and packed full from top to bottom with every known drug, medicine or article usual to the druggist business. They deal only with the trade and the amount of merchandise they handle is amazing. They have five travelling salesmen constantly on the road and employ seventy-five clerks and salesmen in their store. Redington & Co. is an institution of which San Franciscans are justly proud.

THE HOLMES LIME COMPANY, of Nos. 14 and 16 Market street, deals in lime, plaster, cement, etc. They do the largest trade on the coast and sell over 125,000 barrels annually. The business amounts to over \$450,000 a year. This firm supplies the Pacific Coast in part, and the Sandwich Islands. Last year they shipped large quantities to the Sandwich Islands. The kilns and quarries are situated in the Santa Cruz mountains, between the towns of Santa Cruz and Felton, where from 100 to 150 men are constantly employed. Mr. H. T. Holmes is a prominent and public-spirited pioneer who arrived in California July 1st, 1849. He was one of the organizers and first secretary of the first telegraph line ever built in California, called the Alta California Telegraph Company, which was afterwards sold to the Western Union. He was one of the original subscribers to the stock of the Central Pacific Railroad and was one of the early workers who so materially aided the engineer, Mr. Judah, in building the great transcontinental line. He has held many important positions of honor and trust and has been interested in various enterprises. He is energetic, public-spirited and progressive, and is highly honored by all who know him.

HAAS BROTHERS, 100 and 102 California street. The firm of Haas Brothers consists of Mr. Kulman Haas, Mr. William Haas, Mr. Leopold Klan, and Mr. Carl Klan. It was established in 1861 by Messrs. K. and W. Haas, and eight years later its *personnel* was strengthened by the addition of the Messrs. Klan, but its title remained unchanged.

Haas Brothers are engaged in a very large way of business as importers of and wholesale dealers in groceries, their place of business being located at Nos. 100 and 102 California street, where they occupy extensive four-story premises and carry as complete an assortment of general groceries as was ever seen in San Francisco. Mr. Kulman Haas, the senior partner of the firm, resides in New York, where he acts as buyer for the firm and watches the Eastern, European and other foreign markets. The firm's New York address is No. 13 William street.

Haas Brothers have no agencies and are booming no special proprietary interests in their trade. They simply carry full lines of everything pertaining to their business for which there is a demand, and their facilities for obtaining and handling goods are such that they are able to trade on the most reasonable terms.

The long and successful mercantile career of Haas Brothers is in itself a complete guaranty of the integrity and stability of the firm. They do a large business, extending all over the Coast into Mexico and British Columbia. They employ no traveling salesmen to look after their large circle of customers, but give their best attention to orders by mail. They employ twenty-five hands in their counting rooms and warehouses.

NATHAN, DOHRMANN & Co. are the proprietors of the great china store in San Francisco, and carry a stock of china, glassware, lamps and art goods that cannot be surpassed in this State or the United States. Mr. Blumenthal having opened the business in 1850, he conducted it until 1858, and then sold to A. Hersch, who continued it until the time of his death in 1862; the property then passed into the hands of B. Nathan, who had been connected with the business some years previous. In 1868 F. Dohrmann, who is now (1891) the resident partner, became associated with Mr. Nathan, and subsequently the firm name was changed to Nathan, Dohrmann & Co.

In 1868 the business was removed from the corner of Kearny and Commercial streets to the corner of Kearny and Sacramento streets, where it was conducted until 1875; then it was removed to 130 Sutter street, and from time to time, as the business increased, storerooms were added until all the rooms from 122 to 132 are occupied, a space of 100 by 150 feet.

This store is probably the best criterion, not only of the natural growth of San Francisco and its tributary country, but also of the development of a taste for the artistic article. During the long history of this house it has never been closed a day except holidays, has never suffered from financial embarrassment, nor been burned out. The first fifteen years of its existence the demand was principally for strictly useful things without regard to beauty, and consisted of crockery for boarding-houses and saloons; but with the increase of wealth this demand changed in character, and the marts of every country of the world now furnish the stock that is shown to the patrons of this establishment.

One of the partners resides permanently in Europe and attends to the selection and purchase of art and other high-class goods; the management of the business in San Francisco is in the hands of the partner residing here, assisted by the competent heads of departments, some of whom have been with the firm for a number of years past. The number of employees at present is eighty-one, besides the glass-engravers and porcelain painters who are exclusively employed by the firm. The patronage of the house extends all over the coast to the islands of the sea, to South America, China and Japan. It is, indeed, an honor to the proprietors and a credit to the commercial circles of San Francisco and the State of California.

MESSRS DANIEL NORCROSS & COMPANY constitute a landmark in the mercantile community of San Francisco. The firm is a pioneer, having been established by Mr. Daniel Norcross in 1849; it now consists of Mr. Daniel Norcross and Mr. William O. Macdougall,

Messrs Norcross & Company manufacture and deal in all kinds of military paraphernalia, flags, banners, badges, society regalias, lodge room equipments, and etc. They pay particular attention to the getting up of Scottish Rite, Knight Templar, Odd Fellows, Knight of Pythias, and other uniforms, as well as military and naval officers' outfits. They guarantee all their work and during the long stretch of years they have been in business have never been known to fail to give complete satisfaction.

Messrs Norcross & Company manufacture and keep on sale full lines of United States weather signals, and the best quality of American bunting. They execute special orders for this class of goods at short notice and reasonable prices.

Messrs Norcross & Company's place of business is at No. 230 Post street.

J. A. FOLGER & CO., IMPORTERS.—The wholesale coffee, tea and spice business of the above firm at 104, 106, 108, 110 California street, was established by W. H. Bovee in May, 1850, under the name of the "Pioneer Steam Coffee and Spice Mills," with very limited facilities, using hand-power machinery for roasting, grinding, etc. It was located in what was then considered a desirable business locality, on Powell street, between Broadway and Pacific streets. Very shortly, however, the business had increased to such an extent that it could not be executed unless some other power could be obtained, and the plant was removed to Broadway, between Dupont and Stockton streets, where steam power and the then improved machinery was put in. He remained in the Broadway store until 1855, when he took J. A. Folger in as confidential clerk and bookkeeper, and erected a brick building on the corner of Front and Oregon streets, which was carefully fitted up and afforded him greater facilities for business. In 1859 Mr. Bovee sold his interest, and retired from the business, and the firm of Marden & Folger was organized, continuing in the same location until 1865, when they moved to No. 220 Front street. Marden withdrew in 1866, and Mr. O. Schoemann purchased an interest, and the now well-known firm of J. A. Folger & Co. was organized. In 1877, Mr. Schoemann retired and his interest was purchased by A. Schilling and W. H. Lamb, both of whom had been in the employ of the firm for some years. The firm name then adopted was Folger, Schilling & Co., and so continued until September 1881, when A. Schilling withdrew, and the firm name of J. A. Folger & Co. was again used. In 1885 J. A. Folger purchased the interest of W. H. Lamb, thus becoming the sole proprietor of the "Pioneer Steam Coffee and Spice Mills." On June 26th, 1889, Mr. Folger died very suddenly. He left a reputation for upright and honest dealing which was never questioned, and which was one of the principal elements of his successful business career. In February 1890, the business was incorporated under the same name with Mr. Folger's son, J. A. Folger, as President, C. J. Paddock Vice-President, and J. H. Titcomb Secretary and Treasurer, under whose able management it still continues. The foregoing is a brief sketch of a business, the growth of which is cotemporaneous with that of San Francisco, and which is an enduring monument to the integrity and ability of the man whose name it bears.

GETZ & MARCUS, 561 Mission street, are large importers and jobbers in teas, coffees, and spices. This firm was originally established by J. J. Hardy & Co., in 1886, and passed into the hands of the present proprietors four years later, since which time its volume of trade has rapidly increased. It is now one of the best-known and most reliable houses in San Francisco. Mr. Maurice Getz and Mr. Siegfried Marcus have long since established their reputation as men of the highest honor and integrity, and as a consequence, the retail dealers all over the Coast place unlimited confidence in them. They import all kinds of coffees, teas, essential oils and bakers' sundries, and also manufacture every description of flavoring extracts and pure spices. The quality of everything handled by them is always of the very highest class, and no house in the city enjoys a better reputation.

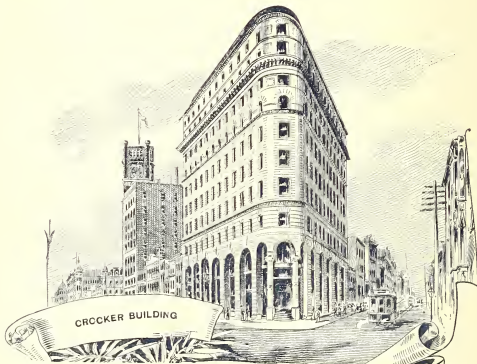
All departments of their rapidly increasing business are under the immediate supervision of the proprietors, and this assures in every instance, the filling of all orders with accuracy and promptness.

GEO. C. SHREVE & COMPANY. Upon the completion of the Crocker Building, now in process of erection on the corner of Market and Post Streets, Messrs. Geo. C. Shreve & Co., the well-known jewelers and silversmiths, will move into the large store fronting fifty feet on Market Street and sixty feet on Post Street, the store having been leased for ten years.

The firm of Geo. C. Shreve & Co. was established in 1852, and for years has been recognized as the leading house of its kind on the Pacific Coast.

The business of the firm now consists wholly in the sale of diamonds, precious stones and watches; also jewelry and silverware largely of their own manufacture.

For over a year their facilities for the manufacture of jewelry, novelties and silverware have been greatly increased by the advantages of their new factory in the Lachman Building, corner of Market and Fremont Streets, where two whole floors are occupied.



Here is a very complete manufactory in every respect. Almost any piece of work known to the arts of the gold and silver smith can be here produced—from the simplest to the most elaborate.

The two floors are perfectly lighted and ventilated, and divided off into the various departments. There are diamond-setters, goldsmiths, designers, modelers, enamellers, burnishers, engravers, lapidaries, silversmiths, chasers, polishers, and expert workers in all the different branches of the above-mentioned arts. It is interesting to know and realize fully that we have in our midst a collection of art workers such as is found in but few of the great cities of the world.

Here, also, in a separate compartment, shut off from the noise and necessary dust of the main workrooms, by a glass partition, are the watchmakers, who attend to the skillful repairing and cleaning of thousands of watches in the course of a year.

In still another portion of this interesting place are the box and case makers, who turn out all the plush, satin and leather cases; also fine oak and wooden chests necessary for the firm's immense business.

There are distinct departments for special order work; for the repairing of jewelry; for silver plating and gilding; for gold quartz and stone cutting; for the melting and refining of precious metals; for the manufacture of medals, badges, trophies, prizes and class pins in gold, silver and bronze, a branch of work often requiring the heaviest of machinery and the finest of die-cutting.

Commanding such an extensive set of modern tools and machinery, such fine facilities for work, and so many skilled artisans, it is natural that special attention should be given to the production of both gold and silverwares from original designs, and it is the intention of Messrs. Shreve & Co. to add largely to their present stock from time to time, and to increase the amount of home production as fast as possible.

The new salesrooms are to be fitted up with simple elegance, with all possible improvements as regards lighting, heating and ventilation, and we think it will not be unwise to say that San Francisco will possess one of the most elegant stores known to the jewelry trade in this country.

A. LUSK & COMPANY, packers of hermetically sealed goods and general commission agents for raisins, dried fruits, nuts, etc., have their elegantly appointed offices at 308 Market street. The specialties of this Company are the packing of canned goods and handling of raisins, dried fruit, etc., in all the markets of the world. They handle the leading packs of canned goods packed in California, handling the product of four large canneries, aggregating shipments of about 1,100 carloads of canned fruit per year, besides from three to four hundred carloads of dried fruit, nuts and raisins. They are also the agents for the Producers Raisin Packing Company, of Fresno. To this firm belongs the celebrated Briggs' orchards in Sutter county, which has been incorporated under the name of the "Sutter County Orchard Co.," and of which Mr. Isidor Jacobs is the President. The firm is also connected with the Fresno Canning Company, located in Fresno county, which is the largest cannery in the central portion of the State. The annual business of the firm reaches the modest sum total of \$1,750,000, and twelve hundred hands are employed in its various canneries. The business of this house extends throughout the length and breadth of the United States and England, while its reputation for carrying out all representations made, has been the means of increasing the operations of the firm; and our readers may rest assured that every inducement is here held out, which is not only calculated to attract patronage, but once secured, to retain it against all competition. The quality of the goods canned and shipped by this firm is superior to any class of goods of the kind in America, and are known over the entire globe.

The firm was founded in 1859, by Albert Lusk, Wm. Jacobs and John Kleinbans, and incorporated in 1889, with a capital stock of \$300,000. Since then it has been operated with yearly increasing success. The officers of the firm, Mr. Isidor Jacobs, the President, Mr. Emanuel Straus, Vice President, and Mr. Henry Jacobs, the Secretary, are gentlemen of complete experience in the business, who devote their close and practical attention to the operations of the establishment. Want of space forbids a more detailed consideration of this useful and extensive industry, but we may briefly say in conclusion that no house in this State enjoys a better reputation than the one under comment, as regards reliability and honorable dealings.

THE JOHN T. CUTTING COMPANY occupy three floors and a basement at 23 and 25 California street. They conduct a shipping and commission business, and deal largely in all California products. They are proprietors of The John T. Cutting Company's Peerless brand, Standard and U. S. A. brand extras canned fruits. They are also agents for the following well known firms: Armour & Co., Chicago, canned meats, extract beef, glue, etc.; American Starch Co., of Columbus, Ind.; Cleveland Baking Powder Co., New York; Sperry & Co., Stockton, germea; the Cenealine Manufacturing Co., Columbus, Ind.; Kings Quick Rising Buckwheat Flour; Jas. Pyle & Sons pearline, and White Rock Mineral Springs Co's. Waukesha Water; J. S. Prescott & Co., Enameline Stove Polish; Helvetia Milk Condensing Co's. Highland Brand Evaporated Cream; Indianapolis Paper Co. The above named firms and their respective brands have a world wide reputation, and their goods are shipped to all parts of the Coast, as well as China and Pacific Islands. The business was started in 1878 and was incorporated under the present style in 1886. It has been a most successful institution from the start, and one that has the confidence of the entire public. Mr. John T. Cutting, the President, is Congressman of the Fourth District, which he represents in an able manner. Mr. Cutting has shown excellent financiering abilities accompanied with noble deeds and much public spirit unostentatiously performed. Mr. C. N. Knudsen, the Vice President and Manager, has the entire establishment under his supervision, and in his hands the affairs of the house are well fostered and advanced. He has marvelous energy and business pluck, and occupies a high place in business and social circles. The reputation of The John T. Cutting Company for honorable dealing and fine goods is well deserved, and places them among the representative houses of the United States.

CLABROUGH, GOLCHER & Co., 605 Market street, are the oldest established firm on the Pacific Coast doing an exclusive business in guns, fishing tackle, and sporting goods. The house was founded in 1857 by Mr. J. P. Clabrough, and was conducted by him till 1880, when the exigencies of the business necessitated an increase in the management, and since that time it has been known by its present name.

Their large showrooms contain the most various, complete and best-selected stock of sporting goods in the West. There is positively nothing missing that is required by the sporting and athletic public. They are the only firm on this Coast who own a factory in England for the manufacture of their guns. Their factory is at No. 15, St. Mary's Square, Birmingham, England, and all patterns of British and European guns and pistols are made there, thus enabling them to guarantee that the quality of their imported specialties are second to none. Their comprehensive, beautifully illustrated catalogue should be in the hands of every dealer and sportsman on the Coast. Every description of fishing tackle, fishing and hunting equipments, dog collars, baseball outfits, cricket materials, rackets, tennis equipments, and all manner of athletic, gymnasium and aquatic goods are always on hand.

Sportsmen from the country, when visiting San Francisco, should not fail to visit this sporting goods' emporium in the Grand Hotel block, for they are sure to see many articles of utility to them, and many designs not known to them personally. The members of the firm take a keen interest in sports on the Pacific Coast, and are always willing to give information regarding the best hunting and fishing districts. They keep a regular bureau of sporting information, and always have the latest fish, rod, dog, and gun news obtainable in the city.

EDWARD H. MARWEDEL, 712 Mission street, is the proprietor of a house doing a large and constantly increasing trade in window shades, etc. Mr. Marwedel has been in this particular line of business all his life, and established himself in trade in this city in 1873. By his energy and fair dealing, aided by his long experience, he may be said to be at the head of the window-shade and curtain-pole trade in San Francisco. His show-rooms are stocked with a full and well-selected assortment of window shades, opaque cloth and curtain poles, Scotch and American hollands, upholstery trimmings, and other similar lines of goods. He is also agent for the best-known New York firm of brass bed manufacturers. His stock of brass beds and general brass upholstery goods is the most select and complete on the Coast. As a proof of the satisfaction his goods invariably give, may be mentioned some of his latest orders. He supplied all the shades in the Hotel del Monte at Monterey, numbering 1250; the Arlington Hotel at Santa Barbara, with 600 shades; hotels at Redding and Ashland with 300 each; the residence of Mrs. W. H. Crocker and numerous others. The value of this list is apparent when the taste required to give unqualified satisfaction in such important furnishings as window shades is taken into consideration.

Mr. Marwedel is the pioneer of the curtain-pole business in California, and was the first to introduce these now very popular articles on the Pacific Coast. He makes a specialty of this particular line, and does more of it than any other firm in San Francisco. He is always happy to show visitors over his store, and devotes particular attention to the accuracy and dispatch of country orders.

C. A. LUCKHARDT & COMPANY, 23 Stevenson street. The great mineral resources of California and the Pacific Coast have, in the course of their development, given employment to a large number of assaying establishments in San Francisco, and among these the "Nevada Metallurgical Works" occupy a prominent place. These Works were established in 1869 by Mr. C. A. Luckhardt, and are now conducted by Messrs. C. A. Luckhardt & Co., of which firm the manager, Mr. C. A. Luckhardt, is a famous mining engineer and metallurgist. The establishment was formerly known as the firm of Riotte & Luckhardt, and later as the firm of Huhr & Luckhardt. Mr. C. A. Luckhardt is a man of high standing in his profession as well as a scrupulous gentleman of high character and unimpeachable integrity. In this particular business, these are elements which cannot be lost sight of.

The "Nevada Metallurgical Works" are situated at No. 23 Stevenson street, San Francisco, and are filled up with every appliance for crushing and sampling ores, making working tests by any process, and making assays of all descriptions. They are also prepared at a moment's notice to make analysis of ores, minerals, waters, or anything else that may be subjected to such tests.

The firm of C. A. Luckhardt & Co. has a large and valuable clientage scattered all over the Pacific Coast from South America and Mexico to Alaska, Liberia, New Zealand and Australia, and has the confidence of the most prominent mining men of this, as well as foreign countries.

References:—Bank of California, Nevada Bank, Anglo-California Bank, Daniel Meyer, Alvinza Hayward, Thos. Brown, Thos. Bell, John Mackay, J. L. Flood, Ign. Steinhart, Ex-Senator Jas. G. Fair, J. B. Haggin, and G. W. Grayson.

THE FIRM OF H. P. GREGORY & Co. are engaged in a very large way of business as machinery merchants and dealers in engineers' supplies. Their principal place of business is at the corner of Fremont and Mission streets, where they occupy a very large



four-story building, and carry one of the most elaborate stocks of goods of the character in which they deal ever collected together. They have also branch houses at Nos. 28 and 30 North First street, Portland, Oregon; on Fifteenth and Dock streets, Tacoma, Washington; at No. 161 Clarence street, Sydney, Australia; at No. 22 Eagle street, Brisbane, Australia; and at No. 104 Bourke street, Melbourne, Australia. It may be added that a firm which conducts business on such a vast scale are necessarily in a position to buy and to sell on the most advantageous terms, and to have especially favorable arrangements with those manufacturers for whom they act as selling agents.

Messrs. H. P. Gregory & Co. deal in all kinds of engines, boilers, iron-working machinery, centrifugal pumps, sawmill machinery, elevating and conveying mechanism, wood-working machinery, steam launches, logging locomotives, hoisting machinery, feed water heaters, mining machinery, steam pumps, earth moving machinery, steam yachts, logging cars

and Sturtevant's systems of ventilation and forced draught.

Messrs. H. P. Gregory & Co. have been in business since 1875, and have maintained during that long period the highest reputation for reliability. This they have done by handling nothing but the best goods and allowing nothing to pass from their custody which was not absolutely first-class in every respect, and which they were not prepared to guarantee as qualified to give satisfaction in the execution of the purpose for which it was designed. This is an excellent general principle in all commerce, and it is par-

ticularly so in the handling of machinery supplies, where, if a faulty article be supplied to the mechanism of an active industry, it may, by breaking or in some way failing at an inopportune moment, easily involve a loss which amounts to several thousand times the value of a first-class article of its kind.

The commercial standing of Messrs. H. P. Gregory & Co. is *Ar.* They command large financial resources, and are in a position to enter into the largest contracts.

LEONARD & ELLIS, CYLINDER AND LUBRICATING OILS. MR. O. L. HALL is and has been for the past six years manager of the Pacific Coast branch of Messrs Leonard & Ellis, the famous New Jersey manufacturers of lubricating oils, and more particularly the proprietors of the celebrated Valvoline Cylinder oil, a lubricant for machinery, which has been on the market for the past twenty years and which is now in general use all over the civilized world.

Valvoline is a heavy natural lubricating oil which differs from animal oils, in that it contains none of those oleic, stearic, or margaric acids which insiduously destroy joints, valves, and bolts and lead to great destruction of life and property. The basic oil from which Valvoline is obtained is first purified by the application of a high steam heat, sufficient to expel all light and objectionable oils; then it is filtered through animal charcoal, cloth, and paper. This removes all bitumen and earthy matter, leaving a perfectly pure, clean lubricant which will not oxidize or leave any deposit about the piston rod or corrode the most delicate bolt.

Messrs Leonard & Ellis also manufacture a very superior article of Valvoline spindle oil and a Valvoline dynamo oil; and they have such confidence in their wares that they are prepared to send a barrel of their oil on approval on the condition that it shall be subjected to a thorough, careful, and practical test, and, if it does not give satisfaction, the remainder may be returned and no charge will be made for that which has been used. That is a proposition which speaks for itself.

Mr. Hall's office is at No. 122 Clay Street, and his firm have large storage warehouses, with a capacity of one thousand barrels and ten thousand cases, on the corner of Union and Battery streets. The branch house is now doing a large business all over the Pacific Coast and extending into Mexico, the Hawaiian Islands, and British Columbia,

MESSRS. HOFFMAN, ALEXANDER & CO. are engaged in a large way of business at 2, 4 and 6 Battery street, San Francisco, as importers and manufacturers of men's, youth's, and boy's clothing. The *personnel* of the firm consists of Mr. Charles Hoffman, Mr. Isaac Hoffman, and Mr. S. O. Alexander. This firm is the result of a consolidation of two houses—that of Hoffman Brothers, which was established in the early seventies; and that of S. O. Alexander & Co which was established in 1852. The consolidation took place in 1888.

Messrs. Hoffman, Alexander & Co. have a very extensive commercial connection and ship goods all over the Pacific Coast, to the Hawaiian Islands, Central America, and as far East as Omaha. They keep two factories running—one in New York and the other in San Francisco. The latter establishment employs sixty hands and the former double that number. The goods they turn out and handle are all of the best quality and have a first-class name.

Messrs. Hoffman, Alexander & Co's New York address is 17 and 19 Walker street.

THE WELLINGTON COAL MINES, of Departure Bay, British Columbia, may be said to be the pioneer in the active prosecution of the coal mining industry on this Coast. Up to the time they were opened only a fractional part of the coal which was used in this city was produced on the Coast. Two out of every three vessels from Europe, the East, or Australia, that entered the Golden Gate carried a cargo of coal. All this is changed now. Sixteen or seventeen years ago Mr Robert Dunsmuir, a practical mining superintendent, after an examination of the then altogether undeveloped coal fields of British Columbia, purchased what are now known as the Wellington mines. These mines had been opened, but never developed. No one seemed to have any confidence in them until Mr. Dunsmuir came along and perceived their value. Upon Mr. Dunsmuir's recommendation, Admiral Farquer, Captain Edgerton and Lieutenant Diggles, who belong to the British Navy then on this station, joined him in the venture. They then began an enterprise that revolutionized the coal trade of the Pacific Coast. In a few months time the prejudice that had existed against local coal disappeared and the Wellington had almost driven the imported article out of the market. Of course, as is usual always, others have followed, or, rather, tried to follow, in the footsteps of the successful men. Numerous other veins of coal have been opened and their output placed upon the market under names which were intended to deceive the public into the belief that they were really Wellington coals. All these fraudulent concerns have in time found their proper level—which is that of producers of a useful article of coal, which is far inferior to the genuine Wellington.

All the gentlemen who were originally associated with Mr. Dunsmuir in the opening of the Wellington mines, sold their interest out some years ago and the enterprise is now in the hands of Mr. Dunsmuir and Sons, who trade under the firm name of R. Dunsmuir & Sons. The mines are of course in British Columbia, but the principal depot and offices are at No 620 East street, San Francisco and in charge of Mr. Alexander Dunsmuir.

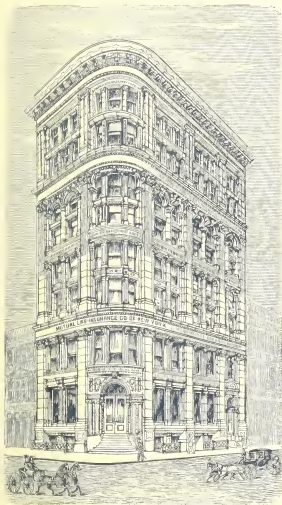
THE ZENO MAUVAIS MUSIC COMPANY, 769 Market street is the leading establishment of its kind in San Francisco. The house was founded by Mr. Zeno Mauvais in 1877, but the exigencies of the business necessitated an increase of management, and in June, 1890, it was incorporated under its present title with a capital stock of \$80,000. Mae Mauvais is President, and Roscoe L. Eames, Secretary and Manager; and it is to the able and energetic management of these officers that the company owes its present prosperous condition. Its show rooms contain a full assortment of all kinds of musical merchandise. It is the only house in the city that carries a complete stock of TEN-CENT SHEET MUSIC. The company are agents for the DECKER & SON PIANOS, so favorably received by the public on this coast. The numerous prizes and awards, also the flattering testimonials and letters from eminent musicians they are constantly in receipt of, is a sufficient proof of the excellence of this Piano both as to construction, delicacy and elasticity of touch, evenness of scale, and lastly, that fundamental requisite in a piano, a purely musical tone. They are prepared to make, to order, Pianos of any special design to harmonize with the furnishings of parlors and drawing-rooms.

The company are also agents for Dyer & Hughes organs, which are especially noted for volume and purity of tone, a combination rarely obtained by manufacturers. They also carry full lines of Busson Freres Band instruments. The Zeno Mauvais Company carry a complete stock of all goods for which they are agents, and anyone contemplating the purchase of any kind of musical instrument should not fail to give them a call.

THE MUTUAL LIFE INSURANCE COMPANY, of New York, Richard A. McCurdy, President, has long had established agencies in California. It was one of the "Pioneer" Life Insurance Companies to open its business on the Pacific Coast of the United States. Mr. W. K. Van Alen was appointed here its first agent on the Coast in January, 1855. No less than nine millions of dollars (\$9,000,000) have been paid in losses and endowments to the residents of California alone, by The Mutual Life, and a very large number of our citizens are now insured in this largest and best Company, the amount of insurance carried being nearly double the amount reported carried by any other Life Insurance Company. In fact, so long

has the good work of The Mutual Life Insurance Company continued on this Coast, and so closely has it become identified in interest with our citizens, that it has virtually become a Home Institution. To still more practically identify its interest with the interest of its patrons resident on this Coast, and to more completely establish its claim as a Home Company, The Mutual Life is now erecting a building for its offices, in San Francisco, as its headquarters for its business. It is the only one of the many Eastern Life Insurance Companies doing business in this State, that has become the owner of real estate in San Francisco, and planted its funds here permanently.

The building now in course of erection for The Mutual Life will be located at the Southeast corner of California and Sansome streets. The foundation, which is about completed, has been most solidly piled. Over seven



MUTUAL LIFE INSURANCE CO.'S NEW BUILDING.

hundred of 14x14 piles have been driven to bed rock under a steam hammer of great weight and power. A solid bed of concrete of sufficient depth will bind together and overlay the piling, and upon this will be placed heavy rails of steel, making the strongest, best and most solidly constructed foundation ever laid in San Francisco—solid as the company itself. Upon this base will be erected a massive super-structure of granite and terra cotta, with an inner frame of rolled steel of great strength, coupling and binding the

whole building together in the latest and most approved style of manufacture and durability, designed to make it perfectly fire proof, and complete in all its arrangements for comfort and safety.

Mr Clinton Day, a well known citizen and one of our prominent architects, has the work in hand, which is a guarantee that the structure will be one of beauty and utility, and take high rank among the latest and finest new architectural improvements being made in our good city of San Francisco, which will stand as adornments to the future solidity and permanence of the City.

The Mutual Life Insurance Company of New York, was organized in April 1842, but did not establish itself in business until February 1843. It has no capital stock, but its whole work has been conducted on the mutual plan exclusively, which is the safest, most conservative and equitable system for the insured.

The company was wisely organized, and its work has been wisely conducted from the first upon sound and safe business principles, by men fitted by their financial standing, business ability, high character and influence to handle it with the greatest security. For a period of forty-nine years the history of the Mutual Life Insurance Company of New York has been one of continued prosperity; neither monetary panics nor commercial disaster have effected the financial standing adversely, and the confidence of the public in the value and security of the protection afforded by the company's policies has been confirmed and realized. The executive offices during the half century (nearly) of the company's existence have handled the great financial trust reposed in them with unparalled success, pursuing a line of action based entirely upon common sense and strict equity, which has secured full public approval.

The Mutual Life has done and is doing a wonderful philanthropic and beneficent work for its insured, unparalled in amount, and affording not only protection, but investment that has given and is giving the greatest satisfaction. The returns to its insured have equalled nearly eighty per cent. of all premiums paid, whilst they hold in reserve most securely invested, about one hundred and sixty millions of dollars, ample to meet and protect all its existing contracts of insurance. No other institution can show a like stewardship.

The policies of the Mutual Life Insurance Company are simple in form, devoid of technicalities, and afford absolute protection, both as to insurance and investment, and combine the greatest possible advantages to the insured, with the least possible restrictions.

The present offices of this company are located at 401 California street, just opposite to the new building in course of erection, where every possible information will be given to those desiring it. A. B. Forbes is the General Agent for the Pacific Coast.



FRANK C. STOVER, 723 Market street, (room 14, History Building) is the Pacific Coast agent for the Gamewell Fire Alarm Telegraph Co. and also for the Police Telephone and Signal Co. The value of this Police System has already been proved in San Francisco, Oakland, Portland, Seattle, Tacoma, Los Angeles, San Jose, Fresno, and Alameda.

This combination of the telephone and telegraph, as an auxiliary to the police and fire departments, was first introduced in Chicago in 1880; and its thoroughly demonstrated value and efficiency are largely due to Mr. John P. Barrett, for many years the Superintendent of the fire-alarm telegraph in that city. Placed at the outset in the most turbulent district of the city, it so speedily increased the efficiency of the "force," by enabling them to concentrate promptly at any needed point, that, within a few months, the district was as easily cared for and protected as the average districts of the city.

By making a comparatively small force extremely efficient, and therefore a large force unnecessary, it saves a large annual expenditure for the maintenance of the department; which saving will in most cases pay for the construction of the system in a year or two, as well as its running expenses. By promptly furnishing the means of dispersing crowds, checking disturbances or riots, arresting disorderly persons, it infinitely decreases the chance of serious outbreaks, which often end in murder, robbery or arson.

It enables the patrolman to remain on his beat; if he arrests a party or wishes assistance, he has only to go to the nearest box and make his wants known, and in a short time he is relieved of his prisoner, and assistance is at hand.

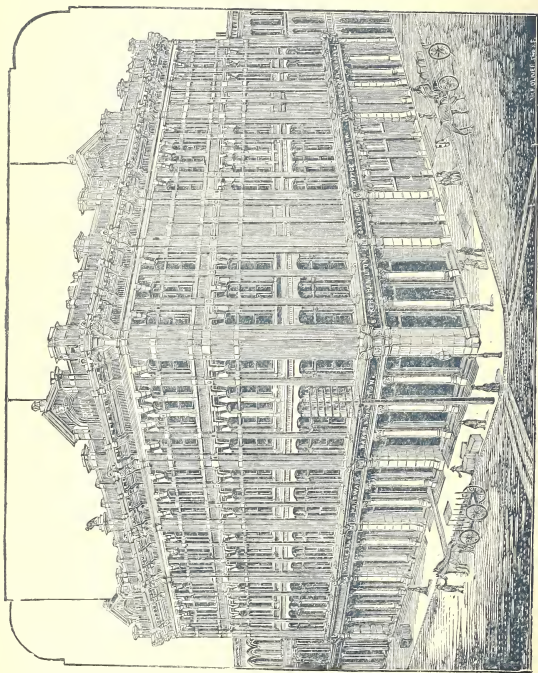
It makes every key-holder, to a considerable extent, a policeman, for he carries with him the power to summon the police to any point wherever he may see that their services are required.

It increases the power and dignity of a police officer; and to a very great degree it will lessen the chances and necessity of personal encounters with the roughs, who frequently combine for his injury or to divert him from his duty, while evil-doers seize the opportunity to disturb the peace and invade the proper rights of citizens.

To provide against such exigencies by *largely increasing the number of policemen*, is obviously much less economical than to quicken the working of the police system by putting every patrolman within the reach of instant communication with station headquarters, at the same time giving every orderly citizen, in case of need, the means of calling upon the same authorities with least delay; and this is the very purpose fulfilled by the Police Telephone and Signal Company's system.

THE FIRM OF HAMMERSMITH & FIELD consists of Mr. H. S. Field and Mr. John A. Hammersmith, and is engaged in a large way of business as manufacturing jewelers and importers of and dealers in diamonds and other precious stones.* The firm's place of business is at No. 118 Sutter street, where it has on display and for sale a grand collection of gems, watches, chains, bracelets, brooches, pins, fancy clocks, ear-rings, table services, and the thousand and one other articles of utility and virtu which go to make up the stock of a well appointed jewelry store.

Messrs Hammersmith & Field enjoy the confidence of the purchasing public and do a business which it requires the services of twenty-five men to handle. They have a well established reputation as honorable business men and goods from their house can be depended upon.



OFFICES AND WAREHOUSES OF BAKER & HAMILTON.

BAKER & HAMILTON, agricultural implements, vehicles and wholesale hardware, a picture of whose San Francisco offices and warerooms may be seen on opposite page, have been in business for nearly forty years. With the phenomenal growth of the state, their business has assumed such proportions that there are now but few houses in their line west of the Mississippi River which equal them in the variety of stock carried and in volume of business.

As combined manufacturers, importers and dealers in Agricultural Implements, vehicles and hardware, they have for some time past supplied a large proportion of the Pacific Coast demand. Their stock comprises wagons, buggies, carts, plows, harvesting machinery of all sorts and in fact everything which the advanced state of farming in this community makes necessary. As wholesale jobbers of hardware, they supply a large share of the western business.

At their salesrooms and warehouses in San Francisco and Sacramento and also at the Benicia Agricultural Works, Benicia, Cal., may be seen the large assortment of hardware, vehicles and implements above referred to. It is but natural that an experience such as this firm has had in its already long career should result in the display of a stock amongst which may be found almost every known device for tilling the soil and harvesting crops as well as many other marvels of American ingenuity.

The firm has every facility for supplying all demands as their eastern office, at No. 88 Wall street, New York and other agents are constantly furnishing them with new articles and ideas of eastern origin, while those of western manufacture are easily handled by the houses and factory on this coast.

GOLDBERG, BOWEN & LEBENBAUM is the title of a now incorporated firm which in various forms has been engaged in the grocery, wine, and cigar business since the year 1850. The business was first established by Bowen Brothers, subsequently they merged with L. Lebenbaum & Company, under the firm name and style of Lebenbaum, Goldberg and Bowen; later the firm name became Goldberg, Bowen & Company, and finally incorporated as Goldberg, Bowen and Lebenbaum. In its incorporated form, the firm has a capital stock of five hundred thousand dollars and is organized with Mr. Jacob Goldberg, as president; Mr. L. Lebenbaum, as First Vice-President; Mr. H. D. Keil, as Second Vice-President; Mr. H. A. Bowen as Secretary, and Mr. G. W. Whitney as Assistan Secretary.

Goldberg, Bowen & Lebenbaum conduct two extensive places of business—one at Nos. 426, 428, 430, and 432 Pine street and the other at Nos. 215 and 217 Sutter street. They are without doubt the largest family grocers in San Francisco and devote especial attention to the handling of the more select and fancy classes of grocery goods, high class wines, and very fine cigars. With a capital of five hundred thousand dollars behind them, and a long and honorable commercial career, they are in a position to trade on the most advantageous terms and to invite the confidence and patronage of the public.

Goldberg, Bowen & Lebenbaum handle a very large volume of business which gives employment to some one hundred and twenty people and extends all over the City, the State, the Coast and into China, Japan, and other foreign parts.

THE AERMOTO COMPANY, of Chicago, has a large Pacific Coast department at 10 and 12 Main street. This establishment manufactures windmills, towers, etc. The Aermoto windmill has attained a world wide celebrity. It embodies the suggestions and teachings of the researches and experiments of the only competent engineer who has, in modern times, undertaken a thoroughly scientific and exhaustive investigation of air as a motive power. They are the most perfect, lightest, handsomest and regulates the best of any mill manufactured. The engineer, mentioned above, constructed 61 different forms of windwheels, and by over 5,000 individual dynamometric tests made on these 61 wheels, propelled by artificial, and, therefore, uniform, wind, settled definitely many questions relating to the proper speed of the wheel, the best form, angle, curvature and amount of sail surface, the resistance of air to rotation, obstructions in the wheel, such as heavy wooden arms, obstructions before the wheel, as in the boneless mill, and numerous other more obtuse, though not less important questions, at last turned out, as before stated, the finest windmill known to the present generation. 46 Aermotos were sold in 1888; 2,288 in 1889; 6,268 in 1890; 20,000 in 1891.

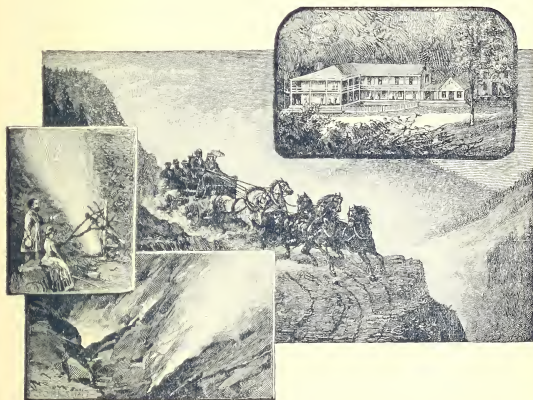
These figures tell the story of the ever growing demand for the everlasting steel Aermoto. The Tilting Tower fulfills the conditions of safety better than ordinary fixed towers. It needs no platform nor ladder, and dispenses with the labor and danger of climbing the Tower for oiling. Bolts and straps are liberally used in securing the joints, which are always the weak points of towers.

They are the only manufacturers of steel towers made entirely of angle steel; the braces are made of steel rods, four of them being drawn up at a time with a nut; the steps are formed of sheet steel, and the whole forms a very graceful tower of strength and durability. The Company has established agencies all over the Pacific Coast, and also does business with the Hawaiian Islands, China, Japan, Australia and South and Central America. The Aermoto Company have their offices and factories in Chicago, Ill. The Pacific Coast agency was established in 1890, under the management of W. E. Hampton, who has, during his brief management, established an immense business for the house he represents. He is a sterling business man, and represents his firm in a manner that is approved by everyone. He is exceedingly popular in both business and social circles, and a valuable acquisition to the City of San Francisco.

THE SANTA CRUZ ROCK PAVEMENT COMPANY is the name of a corporation which is actively engaged in the work of beautifying and improving San Francisco by laying down a durable, smooth, noiseless pavement made from a bituminous rock, which is quarried, or mined, near Santa Cruz. As in all large cities, the pavement question has been one of great difficulty here, and one material after another has been tried and found wanting, in some respect, until this bituminous rock was discovered in Santa Cruz county. It seems to unite within itself all the elements of a first-class urban roadway, and to-day there is not a city of any moment in the State in which it is not being used. In San Francisco it is gradually being laid on all the leading streets. It also makes an excellent sidewalk, as well as a basement or wareroom floor.

The office of the Santa Cruz Rock Pavement Company is at 302 Montgomery street, rooms 7 and 8. It is a strong, well capitalized corporation, of which the officers are: Austin Walrath, President; George M. Perine, Vice President and Manager; M. P. Doud, Secretary, and W. T. James, Superintendent.

DOLLIVER & BROS. The firm of Dolliver & Bros. are importers and dealers in shoe manufacturers goods, all kinds of leather and shoe tools, fancy shoe findings, trimmings, etc. They are located at 573 and 575 Market street. This house deals with the Pacific Coast, Sandwich Islands, Mexico and China, and does an extensive business. They import only the very best grade of goods, and deal in nothing else. They are the largest importers and exporters on the Coast. The business was established in May, 1867, by Thomas & Samuel R. Dolliver, who were afterwards joined by Mr. Albert R. Church. These gentlemen have been residents of San Francisco many years, and are generally conceded to be leading and truly representative citizens of California.



SCENES IN CALIFORNIA.

FRED H. BUSBY, 412 Market street, manufactures gloves and gauntlets of every description. They are all hand sewed, double welted and warranted not to rip. Mr. Busby is the patentee and sole manufacturer of the double welted, hand sewed buck gloves. He carries on an extensive business with all parts of the Pacific states and territories, and has five drummers out. The hands employed at the factory and salesroom number forty-five in all. Mr. Busby has been engaged in the manufacture of gloves since 1873. He is now the principal manufacturer of gloves on the Coast and turns out the best quality of goods.

INDIANAPOLIS FURNITURE COMPANY, 750 Mission street, is, without a single exception, the largest wholesale and retail furniture concern on the Pacific Coast. For twenty years this house was known by the above title, but since 1885 it has been in the hands of C. Wollpert & J. Schwerdt. The rapid growth of this firm has been phenomenal and can only be accounted for by the fact of its being in a position to supply first-class wares at the lowest possible prices. The warehouse on Mission Street is one of the largest of its kind in the city. It is a very handsome building, five stories high, and finds constant employment for about sixty-five people. In addition to this immense store, the company has also seven other warerooms located in various parts of the city. Each of these warehouses is stocked with a full and well selected assortment of general furniture.

This company makes a specialty of fitting out new hotels and lodging-houses with complete outfits, in all parts of the State. Many of the largest houses in San Francisco were fitted out by this firm, and many hotels in the interior are also supplied with their furniture. Their immense trade extends all over the Pacific Coast, and into nearly every city and town of any importance west of the Rocky mountains. Very large shipments are frequently being made to the Hawaiian Islands, Central America and Australia. No two houses on the coast do as much business as this company. Every wholesale and retail dealer should be in possession of their Price Lists, for they are able to place goods on the market at a large reduction from the usual rates. Parties contemplating going into housekeeping, or furnishing a lodging-house, will save fully twenty per cent by placing their orders with Wollpert & Schwerdt, proprietors of the Indianapolis Furniture Company.

THE YOLO MILLS are on the N. E. corner of Mission and Main streets. Messrs. Hinz & Plagemann are the owners. These mills manufacture extra family, graham, rye, buckwheat and rice flour; rye, oat, corn and feed corn meal; sago, tapioca, farina, buckwheat groats, hominy, cracked corn, pearl barley, ground peas, etc. The specialties of the above establishment are their Breakfast Delight and Normal Nutriment. Their Breakfast Delight, which is manufactured out of white Sonora wheat and is pronounced as the most delightful breakfast dish manufactured on the coast. Normal Nutriment is recommended by nurses, mothers and physicians for its superiority over all other infant food chemical preparations said to possess the same properties. It is compounded with the utmost care and scrupulous conscientiousness, after a long and studious experience from the very choicest of cereals; in partly changing the starch contained in the same into dextrine, the process of assimilation and resorption is facilitated. By the addition of the salts contained in the husk of the cereals, the nutritive percentage is increased beyond that of any similar compound; its absolute purity is guaranteed. The trade carried on by this firm is very extensive and far-reaching. Beside the trade transacted over this coast, the house supplies the Hawaiian Islands, and also ships to South American ports and to British Columbia. The firm employs from 15 to 20 hands and two travelers. It was established in 1868. The present individual members of the firm are A. F. Hinz and Wm. Plagemann, both gentlemen of high commercial standing. The position and good standing of the Yolo Mills has been attained on account of the quality of goods dealt in, the attention paid to wants of customers, and the intelligence and judgment with which the affairs of the concern have been conducted.

MESSRS. NORTON, TELLER & Co., 24 California Street, have been engaged in business for the past five years as commission merchants for the sale of dairy and general farm produce, and as wholesale dealers in butter, cheese, hams, bacon, lard, eggs, salt fish, etc. During this period they have built up a large connection with the Hawaiian Islands, China, Japan, Central and South America, the Australian Colonies, New Zealand, British Columbia, the interior of California, and the adjoining States and Territories.

The firm is composed of Mr. T. B. Norton and Mr. P. S. Teller, both of whom are gentlemen of integrity as well as shrewd, enterprising business men, who thoroughly understand the many intricacies of the line of commerce in which they are engaged. As a consequence, all goods coming from their establishment can be relied upon as being first-class. It was this firm which established the "Leader" brand of butter and hams—a brand, by the way, which today occupies a position at the top of the market.

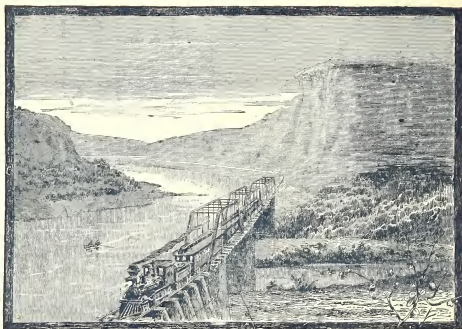
Messrs. Norton, Teller & Co's place of business is at No. 24 California Street. They keep three drummers on the road, and employ twelve hands in their store. They handle goods in wholesale parcels only.

J. C. WILSON & Co., of 41 Market Street are heavy importers and dealers in foreign and domestic coal, pig iron and coke which they sell wholesale and retail. They keep the best general stock of the above named materials that can be found on the Coast. The firm has two yards, one on the corner of Battery and Vallejo and another at the S. W. corner of Front and Green Streets where from thirty to forty hands are employed. The offices on Market Street are handsomely fitted up. The business was started about 20 years ago by the late Thos. H. Selby and upon his death the firm was changed to J. Macdonough & Co., who afterwards retired and Messrs Wilson & O'Brien continued the business under the firm name of J. Macdonough & Co. Mr. O'Brien finally retired and the large and increasing business is now under the entire control of Mr. J. C. Wilson who is one of the best known and most popular coal men in San Francisco. He is a very energetic and enterprising man who is altogether deserving of the splendid and substantial success achieved by him and vastly deserves the popularity and esteem that he enjoys. Socially he is a genial, courteous gentleman, and is thoroughly posted in shipping matters.

ELLIS & MILLER, 25 and 27 Spear street, are wholesale and commission dealers in hay, grain and feed. The value of a reliable factor to bring the producer and purchaser together with advantage to both, is nowhere more apparent than here in consequence of the rapidly extending commerce of this port and the valuable interests developing on the Coast. This house is an old and firmly established one and stands among the leading business enterprises of this city. The house employs seven hands and has a trade covering the Pacific Coast, Mexico, Central and South America, China, Tahiti, Hawaiian Islands and the islands of the Pacific Ocean. The house has been in existence thirty years, and was founded by Miller & Hall. The present individual members of the firm are H. H. Ellis, H. C. Ellis and J. W. Miller, deceased, who was the senior member of the firm and whose interest is now held by his heirs. All are members of the San Francisco Produce Exchange and Merchants Exchange and gentlemen of acknowledged standing in the business community, whose energy and close attention to details have contributed largely to the success of this business. They are representative citizens of San Francisco, and are highly regarded in all circles.

CALIFORNIA SHEEP CASINGS COMPANY, of Nos. 24 and 26 Ellis street, is the largest importer of Australian sheep casings and manufacturer of sausage casings, as a specialty and a general dealer in a great variety of butchers' supplies. The business was established in San Francisco in 1885, by Emil Woenne, who is the sole proprietor to-day. He employs six workmen steadily during summer, but in winter he keeps twenty-five men constantly at work preparing casings of all kinds for sausages. Three drummers are kept on the road the year through, as the trade extends all over the Pacific Slope. Large shipments are also made to Mexico, Hawaiian Islands and New Zealand. The city trade is very large.

This concern is the sole agent for the Pacific Coast for N. Bosman's Cooling and Chill Room Apparatus for butchers, packers, grocers, brewers, hotels and creameries. It is one of the greatest inventions of this century. Mr. Woenne carries in stock every



SCENE ON THE S. F. & N. P. R. R.

possible device or machine which a butcher might need, and is the proprietor of the Pioneer Butcher Supply Company. His stores are headquarters for butchers, packers and sausage makers. He is the agent for the Peerless Engine and Boiler on Combined Base, which needs no masonry foundation or extra setting up. He also handles the Acme Special Two-horse Power Engine and Boiler. This large and enterprising house is also sole agent for the following: Smith's Buffalo Double-crank Choppers, Glockler's New Pittsburg Extension Patent Meat Rack, the Genuine Preservaline, the great substitute for ice, Celebrated Boss Spice, Smokine or Sausage Coloring, Snow White Lard Bleacher, Dick Celebrated German Diamond Magnetic Steels, Bosmann Cooling Apparatus and Foster's Celebrated Butchers' Knives. Mr. Woenne is the largest dealer in everything pertaining to the butcher, packer and sausage-maker business in this part of the United States, and his business ability has placed him in the front rank of business men in San Francisco.

THOMAS TAYLOR & COMPANY, are distillers of and dealers in wines and liquors and sole agents for Vollmer's Cabinet and Swan fine Kentucky whiskies. They have their offices and salesrooms located at 21 First street, and elegantly fitted up. From the beginning this house aimed at quality not quantity, and goods sold by them is now received with every confidence by the purchaser. The house is a large employer of labor, and during the busy season a good sized regiment of hands and four travellers are borne on its pay-roll. Old "Swan" whiskey is the specialty of the house, which is too well-known by the friends of "John Barleycorn," esq., to require any comment. The house handles thousands of barrels of this fine old brand during the year, and dispose of large quantities of wines and liquors which they ship to Arizona, Washington, Oregon, Nevada, Idaho and throughout California. The business was first established and conducted in Virginia City, Nevada, from 1862 until 1883, when it was moved to San Francisco. The individual members of the firm are Mr. B. Fritsch and C. Celarius. They are gentlemen of experience and enterprise and are known as strictly reliable and honorable business men.

J. PETERSON, attends to bay and river freighting and furnishes vessels to all parts of the bay and rivers at shortest notice. He has his office located at 56 Steuart street, where he can always be found ready to attend to the wants of his customers at any hour. Mr. Peterson is the owner of the following schooners: "Alma," "Pike County," "Adelia," "Emily Lundt," besides others he has under charter. Although established but three years in the above business Mr. Peterson has been very successful and his fleet is taxed to its utmost. Mr. Peterson employs eleven hands and is constantly increasing his force. He is a very enterprising man and can be relied upon for prompt deliveries and close attention to business.

ELECTRIC IMPROVEMENT COMPANY, 35 New Montgomery street, provides at least one-half of the electric lighting apparatus used in San Francisco. The Company are the General Agents for California, Nevada, Oregon, Arizona and Washington of the Fort Wayne Electric Co., of Fort Wayne, Ind. Ten years ago this Company entered the field under the name of the Fort Wayne Jenney Electric Light Company, and manufactured exclusively under patents granted to Mr. J. A. Jenney. Its facilities for doing business were limited to two small rooms. The Brush, Edison and Thompson-Houston Companies were then in a strong lead, and the modest Fort Wayne undertaking was not reckoned a first-class rival by either of the older corporations named. Within that ten years General Manager R. T. McDonald has fought his way to the very first rank of manufacturers of electrical apparatus, and now it is the proud boast of the Company that it supplies the best arc lightning system and the best incandescent system in the world.

It is not within the compass of this article to discuss, at length, the difference between the Wood and Slattery systems, and those of rival electric light manufactories. Electricity itself is only known by its results, and the magnificent achievements of the Fort Wayne Electric Company must stand for and excuse the want of any lengthy technical elaboration of the mechanical methods that have been employed to secure them.

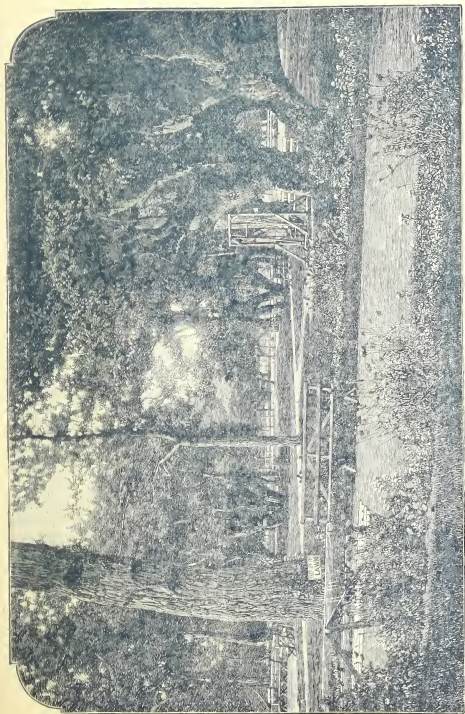
Under the able management of Mr. A. J. Bowie, the business of the Pacific Coast has increased to an extent far beyond what was originally anticipated. The San Francisco establishment employs from seventy to seventy-five hands, and the number is

continually being increased to meet the exigencies of the demand for electric light plant. All the apparatus is manufactured at Fort Wayne, Indiana, and shipped to all the branch establishments throughout the country. The Company are prepared to prove that they do at least one-third of the entire electric light business on the Pacific Coast. Among the largest plants supplied on this Coast may be mentioned the electric light plant for the San Jose Electric Improvement Co., consisting of 4,000 incandescent and 250 arc lights; the Buffalo Brewing Co., Sacramento, 300 lights; the Willows Water and Light Co., the Pacific Rolling Mills, the *Examiner's* plant, the Palace Hotel (which is the largest isolated plant in the world, consisting of over 9,000 lights), Agnews Insane Asylum, 600 lights, Navarro Lumber Co., Mendocino, and many others. The Company makes a specialty of marine work. As a specimen of their superiority in this department may be instanced the brilliant and beautiful system of lights in use aboard Spreckels' magnificent steamships "Australia" and "Zealandia." Each of these vessels is supplied with a 250-light plant. The Company also prepares estimates for electric railways, electric lighting and steam plants, house wiring and for all descriptions of electric plant.

Among many other cities illuminated, in whole or in large part, by the Fort Wayne Electric Company may be mentioned New York, Chicago, Cincinnati, St. Louis, Louisville, Detroit, New Orleans, Utica, Fort Wayne, Des Moines, Sacramento, City of Mexico, etc. The new municipal plant just put in at St. Louis is the largest central lighting installation in the world. It is only a question of a short time, judging from the phenomenal rapidity with which new orders are daily received, when every city and town on the Coast will be illuminated by the Electric Improvement Co.

MESSRS. ROOT & SANDERSON occupy three floors and basement in the Hanford Block, 122 and 124 Market and 19 and 21 California streets. They import teas, coffee, spices, tobacco and cigars. Their importations are from China, Japan, India, etc., and they export goods to South and Central America, as well as the Sandwich Islands. Their special brand of tea is the R. S. & Co. "Young Hyson" China and Japan of all grades. This particular brand is the best known on the Pacific Coast. The "Vindex" cigar, which they handle and have the sole agency for, is known to all lovers of the weed, and has an immense sale. Their "Nectar" brand of coffee, the "Rocky" point oyster, the "Del Monte" and "Eureka" syrups, are some of the brands of goods that they handle and dispose of in large quantities.

The business was established in 1816 by Mr. Root. In 1877 the name was changed to Root & Sanderson, under which name it has continued ever since. Mr. Root has figured very prominently in many large enterprises and undertakings. He is a very affable man, kind and obliging, and one whose years of experiences in the field of mercantile pursuits has given him the ability and judgment to preside over this vast establishment. He has risen to affluence through his own unaided exertions and the judicious exercise of those mental, moral and physical traits and qualities that always bring success. Not unlike him is his partner, Mayor Sanderson of San Francisco—spoken of elsewhere—who was elected to that important office in 1891 for a term of two years. Besides being the present Mayor of our city, he has twice held the office of president of the Board of Trade and other important positions of trust and honor, which he filled with credit to himself and to the people of San Francisco.



PLEASURE GROUND IN ALAMEDA.

B. S. TAYLOR & Co., analytical, consulting and manufacturing chemists, are located at 55 Stevenson street. They are manufacturers of the celebrated California non-poisonous Sheep Dip, "Sal de Fruta," or California Fruit Salt, the California Pine and Eucalyptus Porous Plaster, the "Jay-Eye-See" Liniment. The phenomenal success which has been achieved by the above liniment is too well-known to be dwelt upon at any length herein, but the following statistics showing the demand for the article may interest the reader: In 1884, when the firm commenced business, their sales amounted to 11,000; in 1885, 32,000; in 1886, 58,000; in 1887, 72,000; in 1888, 102,000; in 1889, 122,000; in 1890, 225,000. These figures speak well for the success of the remedy. The California Fruit Salt is a safe, simple and effectual medicine for regulating the stomach, liver and kidneys. It is one of Nature's own remedies, made from sound, ripe fruits. Nature's simple but perfect process of fruit crystallization was first discovered about fifty years since by the famous scientist and chemist, Senor Don Ricardo Castilor, of Spain, during a visit to a friend in dreamy Southern California. It proved a wonderful and important discovery, and excellent purifier of the system. The California Pine and Eucalyptus Porous Plaster contains more medicinal properties than any porous plaster ever made. It is manufactured from the resinous exudations of the California sugar pine and extract from the eucalyptus, or Australian gum tree, together with the extracts of medicinal gums from three other valuable remedial agents found in the Golden State of California. The sheep dip manufactured by this house is their specialty. It is a safe and efficient preparation, surpassing in every respect all other compounds heretofore in use, and is the only sheep dip manufactured on this coast. It destroys the scab parasites, and is in every way the best all-round remedy for wool-growers that the market affords. At the late Mechanics' Institute Fair, the dip received the highest award. Messrs. B. S. Taylor & Co. are also agents for the Florida Insecticide. They have some excellent recommendations from fruitgrowers as to its effectiveness in preventing scale, etc., on fruit trees and plants. The business of B. S. Taylor & Co. was established in 1884 by Beverly S. Taylor, who is now the sole proprietor. The house affords employment to five hands and one drummer, and has a very extensive trade. Mr. Taylor is a competent chemist, a good business man, and a citizen of sterling worth.

THE CHAS. E. HIRES COMPANY, of Philadelphia, have a large branch establishment at 310 and 312 Battery street. The Chas. E. Hires Company, are manufacturers of "Hires Root Beer Extract" and Hires Cough Cure. The high standard of excellence attained by Hires Root Beer, has made it one of the most refreshing, sustaining and strengthening beverages of the present day and is aptly termed "a boon of the age and of the temperance cause". It is manufactured from the crude, fresh roots, barks, herbs and flowers, in their highest and most perfect state of curing.

The business was established in 1878 by Chas. E. Hires and incorporated in 1890 with a capital stock of \$300,000. The style of firm name was changed from Chas. E. Hires to The Chas. E. Hires Co. In 1878 only 864 bottles were sold. Last year the sales reached 1,296,000 bottles, this representing 6,470,000 gallons made into root beer sufficient to quench the thirst of every man, woman and child in America and Great Britain. They will exceed that amount this year.

The company gives employment to 140 men and girls who are kept busy day and night supplying the immense demand for the beer. Mr. Chas. E. Hires is President

of the company and Wm. A. Ingersoll is Treasurer. The trade is mostly located in Philadelphia, Boston, Chicago, London, England and San Francisco.

The San Francisco Agency was established in 1890 by Mr. John H. Spohn and is now in a flourishing condition. In 1890 the business done amounted to \$10,000. This year it has almost reached \$25,000 and is increasing every day at the rate of 200 per cent. At the present writing there are 15,000 cases en route to San Francisco, which represents six car loads. As soon as Mr. Spohn can secure convenient and larger quarters which will enable him to handle the increasing business, another large shipment will be made. Before opening the San Francisco branch, Mr. Spohn traveled for the company for five years. He is a member of the P. O. S. of A. of Redding, Pa., and is a native of that town. Besides being an excellent business man he is also very popular and highly esteemed in social circles.

ROTH, BLUM & Co., Provision Packers, and proprietors of the "California Tallow Works, are established at 201 and 203 California street. The firm was established in 1873, and has gradually developed an immense trade, supplying as it does the greater part of our local consumption and exporting to a considerable extent. One of the most gratifying evidences of the progress of San Francisco is the marked increase of her manufacturing establishments, and their growing ability to compete with the eastern houses on ground that was formerly monopolized. As an evidence of this, and in connection with our review of the industries of this section, we adduce the above firm. They have every facility and convenience ingenuity has devised for the slaughtering, curing and handling beef and hog products at their slaughter and packing houses in South San Francisco. Their tallow is a special feature, and their goods all A No. 1. The individual members are Daniel Roth and Leon Blum, who stand high among their fellow business men for their rigid integrity and honorable dealings. It is to be hoped that the firm of Roth, Blum & Co. may long continue its present success.

STEVENSON & Co., 539 Market street, importers of fancy goods, stationery, tinware, notions, cutlery, toys, perfumery, hardware, specialties, household utensils, woodenware, etc., etc. This house has a large and growing trade with California, Washington and Oregon. There are fourteen hands employed in the various departments of the store, and four salesmen "on the road," making 18 in all. This business was established in 1872 by Mr. J. J. Stevenson. In 1875 Mr. Longwill entered into partnership with Mr. Stevenson. The name of the firm was then changed to J. J. Stevenson & Co., and the store, which was a retail one, was known as the "Arcadian Bazaar. The business continued as above until 1878, when the firm's name was changed to Stevenson & Longwill, who then embarked in the wholesale trade. In 1891, Mr. Longwill sold out his interest to Mr. Stevenson, who continued the business under the firm name of Stevenson & Co. The firm has been very successful, considering the fact that they commenced with a small capital when they started the retail business. It has been located at the present quarters during the past seven years, where it continues with increased prosperity and success.

The review of this establishment—even in its condensation—shows what pluck, perseverance and energy will accomplish when rightly applied. If there is any one business-man in the state who deserves the prosperity and affluence he enjoys, it is Mr. J. J. Stevenson.

CHAS. R. ALLEN, 16 Howard street, 120 Beale street, San Francisco; 1167 Webster street, Oakland. Sales Agent, New Wellington Coal, Departure Bay, B. C.; sales agent, Pittsburg Coal Mining Co., Pittsburg, Cal. Sole shipper west, Colorado Fuel Co's. Anthracite Coal, Crested Butte, Colorado; sole shipper west, Sweetwater Coal Mining Co's. domestic coal from Rock Spring Wyo.

The New Wellington Coal is mined by the New Vancouver Coal Mining and Land Co. (limited) at Departure Bay, B. C. and shipped to their agents, Messrs John Rosenfeld & Sons, San Francisco who also handle the output of the Nanaimo Mines at Nanaimo, B.C. owned and operated by the same Company; present output of the former being 500 tons per day, the latter 1500 tons per day. On completion of work now in progress and rapidly approaching completion the capacity of the two mines will be 5,000 tons per day. The New Wellington Coal was first introduced early in 1890 by Mr. Allen acting for Messrs. J. Rosenfeld's Sons, and it has become known as unexcelled by any coal received at San Francisco from any part of the world as a domestic or steam coal, being exceptionally hard and compact, with a square fracture making little waste in handling and giving out a great heat in burning with little ashes and soot. The sales of this coal to the trade have been limited only by the supply from the time of introduction to date.

The Pittsburg Coal is used extensively by the large mills and steamers on the bay and rivers to the extent of about 4,000 tons per month, being the only coal mined in California that there is a steady demand for what is mined.

The Colorado Anthracite Coal is equal to the Anthracite coal of Pennsylvania and is sold extensively on the Pacific Coast when ship freights are ruling high, the rate by railroad from Crested Butte being uniform the shipments are cut off whenever ship freights are reduced, the importance of having this source of supply is very great to the Pacific Coast as it prevents a renewal of excessive prices and provides a class of coal that must be had at all times, while the price is never very low it is an important factor as a safeguard.

The Sweetwater Coal from Rock Springs is a remarkable coal for its purity, having almost no ash, it burns freely, gives intense heat. It is shipped in large quantities when the ordinary coal supply for the market is short, the railroad rates having the same effect as on the Anthracite coal with the difference that the Anthracite coal has only one competitor, being the Anthracite from Pennsylvania; while the Rock Springs coal has to compete on the Pacific Coast with coal mined in any part of the world sending ships to San Francisco for wheat.

MESSRS. MERRILL & TIETJEN, of No. 54 Mission street, are engaged in the business of Bay Transportation on the Bay and Coastwise, and control a very large freighting trade. They are agents and part owners for the tug "Ida W.," and the schooners "Rosetta," "Rough and Ready," "Mabel and Edith," "Jennie and Edith," "Amethyst," "Mary Fernandez," "Mary Cruz," "Roy Somers," "Winfield Scott," "Guide." In addition they do a large business as general shipping and commission agents and provide vessels for charter to all river and coastwise points at the shortest notice.

Messrs Merrill & Tietjen have been engaged in business on the water front for many years and enjoy a high reputation in commercial circles. In their business engagements they are both punctual and scrupulously exact, and, consequently, are such people as can be trusted in commercial transactions of a fiduciary character.

SHERWOOD & SHERWOOD, importers and commission merchants, sole agents for imported and domestic fancy groceries, liquors, wines and spirits, are located at 212 and

214 Market street. This leading wholesale house is centrally located in the Union Block. The building is a handsome four-story structure and is elegantly furnished and equipped to facilitate the operations of trade, as is also the firm's salesrooms, offices, etc.

The first floor is stocked with cased wines, liquors and bottled beer, ales and porter, the cask liquor being stored in the cellar. In addition to all this storage room the firm carries large stocks in warehouses, bonded and free, and at its Portland Branch. The firm is sole agent for Crosse & Blackwell, Colman's Mustard, Epps' Cocoa, Moet & Chandon Champagne, Burke's Guinness Porter, Burke's Bass' Ale, Burke's Whiskies,



gins and rums. Schlitz famous Milwaukee Beer, Mackenzie & Co's Cadiz Sherries, and Oporto Ports, Eschenauer & Co's French Clarets and Sauternes, Curtice Co's gold medal preserved meats, vegetables and fruits. Durkee & Co's pure spices, salad dressing and extracts. Day & Martin's Blacking, Chalmers' Gelatine, Ross' Royal Ginger Ale, Soda, Raspberry Vinegar, etc. Hautman's Holland Gin, Meinhold's Pure Eastern Cider, Pure California Wines, the "Carlisle" Bourbon of Kentucky and Horsey Rye Whiskies, Henk Waukesha Water, Joules Stone Ale, Fry's Cocoa and Chocolate and other brands and firms too numerous to mention.

The upper stories of the house are filled with general groceries and fancy stock that can no where be excelled in the State. The firm have branch houses in Los Angeles and Portland and conducts all affairs according to approved business principles. The house was re-established in 1886, by Mr. Robert Sherwood. This is in every way a responsible and representative concern and no firm in the city is more deserving of the confidence it enjoys from an extensive circle of business acquaintance. The value of trade is large and increasing.

MESSRS. HASLETT & BAILEY are proprietors and lessees of the following well-known warehouses; Flint's warehouses, corner Battery and Greenwich streets; Pacific Free warehouses, corner Front and Broadway. Hathaway U. S. bonded warehouses, Spear street wharf; Humboldt warehouses, Spear street, between Harrison and Bryant; Beale street warehouses, corner Beale and Bryant; California warehouse, Townsend street, corner Second—Storage capacity at current rates are given in these first-class houses. Vessels and barges are accommodated with berths for discharging and receiving cargoes, and advances and insurance are effected when desired. Messrs. Haslett & Bailey are the most prominent and enterprising of the firms engaged in this line of business. This firm now operates six large warehouses, located as above. Flint's warehouse on Battery street, corner Greenwich, consists of three different houses

which have a capacity of 8,000 tons. The Pacific Free warehouses, consist of three warehouses which cover an area of three 50 varas, and have a capacity of 20,000 tons. They are recognized as among the best houses in the city for the business of the "jobbing trade". The Humboldt warehouses and yards are six in number, occupying a whole block of land, 550 feet square and have a storage capacity of 40,000 tons. These warehouses are situated close to the Oregon Railroad and Steam Navigation Company, and are the chief depositories for the large quantities of Oregon produce that finds its outlet in this State. The Hathaway U. S. Bonded warehouses and yards, opposite the last named, cover a space of 150 feet frontage and have a capacity for 7,000 tons. The Beale street warehouses cover two 50 vara lots and have a capacity for 10,000 tons. The California warehouse covers a full 50 vara lot, and has a capacity of 4,000 tons. This is the only warehouse in the city which railroad cars can *enter*, an inestimable advantage to owners of goods in the winter season. All these warehouses are located in the most favorable part of the city for the business, and are conducted in the most approved manner under the personal supervision of the two members of the firm and the sons of the senior partner, Mr. Haslett who established the business 16 years ago. A large force of men are employed, weekly the pay-roll amounting to many hundred dollars. Messrs. Samuel Haslett and Chas. H. Bailey have long been identified with the development of the commercial interest of the City of San Francisco and California. They are representative citizens and occupy a prominent place in the business world where they are highly esteemed because of their ability, integrity, and enterprise. Such men are a credit to our State and city. Mr. Haslett arrived in California in 1875. He is a native of the good old town of Belfast Ireland, and comes of excellent family. He is a prominent member of the Union League Club, a quiet, unassuming gentleman, courteous in his manner, and kindly in word and action. It is natural that such a man is respected and esteemed. No less can be said of Mr. Chas. H. Bailey who is always honest, good, and true to the higher objects of creation—the very incidents of life.

SPERRY & COMPANY, 134 California street, are owners of the renowned Stockton City Flouring Mills. This Company is one of the best known in the state, and is controlled by the following officers: Geo. B. Sperry, President; James Hogg, Vice-President; and James W. Sperry, Secretary. They manufacture the celebrated Patent Roller Flour, which has found its way into every household on the Pacific Coast. This flour has earned a reputation second to none, for its fineness, whiteness and purity. The company also undertake the general work of merchant millers.

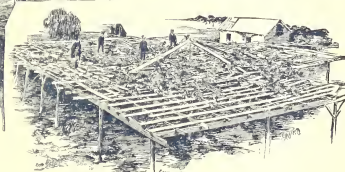
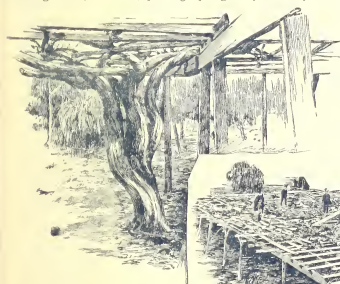
The works are located at Stockton, Cal., and are one of the largest milling-plants in the Pacific States. They are close to the banks of the San Joaquin river, and the steamers go right alongside the mills to load the flour for distribution to various points, and also for the San Francisco market. The mills have a capacity of 1,500 barrels per diem, and were the first mills manufacturing patent roller flour in the state.

This company are also the proprietors of the justly celebrated "Germea" breakfast food, which is pronounced by experts to possess more good qualities than any other of the so-called breakfast foods in the market. The demand for the productions of this mill is steadily increasing, even in the face of strong opposition, which proves conclusively that the flour manufactured by Sperry & Co. is quite able to stand on its merits, and is in need of no puffing to recommend it.

PIERCE & CO. Wanted, a position as Cashier in any place of business, I am never late, waste no time, work day and night and guarantee to be accurate and correct at all times. Address "Cashier."

If you should see the above ad. in a paper, how many of you would address the advertiser at once and offer very liberal wages? Suppose also the party agreed to work the first six or eight months for a small sum and after that for nothing. Would'nt that be extraordinary? Well, here is what we offer you, a *National Cash Register*, a *Machine Cashier* that will do all these things. The National Cash Register, of Dayton, Ohio, of which Messrs. Pierce & Co., are the energetic General Western agents, and principal places of business are Room 12, Chronicle Building, San Francisco, 971 Broadway, Oakland, 413 North Main street, Los Angeles. They have sold in the City of San Francisco alone, nearly 1900 in all kinds of business, including livery stables, photograph galleries, candy stores, butcher shops, restaurants,

saloons, drug stores, clubs, book stores, florists, etc. They have all kinds of Cash Registers, including detail and total adding. The detail adder, showing at night, the exact amount of money received and an itemized statement of



A GRAPE VINE.

each sale as made, so that every sale can be traced a year or more back if necessary. It also records credit

sales and money received on account, money paid out and etc., thereby allowing every transaction of a day's business to be accounted for. They also take pleasure in calling the public's attention to the computing scales, which not only give the weight in pounds, but compute the exact amount of money to a cent any article will cost at so much a pound. For example, you were weighing a ham at $17\frac{3}{4}$ cents a pound, by placing one of the poise at $17\frac{3}{4}$ cents, which is indicated on the beam, and the other poise, sliding it on the other beam until it balances, showing the amount of dollars and cents it will come to. Thereby making mistakes impossible. They are always glad to have people call whether purchasing or not.

THE STOCKTON MILLING COMPANY, of which Mr. A. Schwabacher is President, and Mr. G. V. De Lorne is Secretary, has its headquarters at No. 130 California street, San Francisco, though its operative works are in the City of Stockton. The Company is the proprietor of the Crown Flouring Mills, one of the leading and best equipped

establishments of its kind in the state. The Crown Mills have a capacity of 1,500 barrels of flour per day, and have a warehouse attachment with a storage capacity of 15,000 tons. The mills are constructed on the patent roller plan and have all the latest mechanical improvements to the modern process. They turn out three brands of flour which stand in the front rank on the market—they are the "Crown," the "Crescent," and the "Orient."

The Stockton Milling Company also produce, handle and deal in fresh graham flour, ground barley, chopped feed, corn meal, cracked wheat, semolino, bran and middlings. They hold the contract for supplying a great number of the state institutions with flour.

These mills were established some nine years ago and as they are located in the wheat raising region they have necessarily had the advantage of the best raw material, and that fact coupled with their superb mechanical equipment, has enabled them to turn out a very superior article of flour which has made a name and a reputation for itself everywhere it has gone. The Company now does an extensive business on the Pacific Coast, and ships largely to Europe, the Hawaiian Islands, South and Central America, China and Japan.

THE F. A. WECK COMPANY, Manufacturing Pharmacists and Botanic Druggists. This Company, located at 53 Stevenson street, was incorporated on the 27th day of March, 1891, with a capital stock of \$75,000, and headed by the following officers: Mr. F. A. Weck, President; Mr. H. B. Shaw, Vice-President and Mr. F. A. Beckett, Secretary and Manager. The incorporators are all pioneers in the drug business, Mr. Weck having been in the business since 1858, and Mr. Shaw since 1867. Mr. Beckett has occupied several responsible positions as manufacturing chemist and salesman. He is a graduate of the California College of Pharmacy, and favorably known by the drug trade in the city and country.

The skillful preparation and scientific method of manufacturing enables this Company to turn out standard pharmaceutical preparations of the very highest quality, as the utmost care is used in the selection of the best materials that enter into their composition.

In addition to the fluid extracts, solid extracts, elixirs, medicinal syrups, tablets, etc., they manufacture a select line of popular remedies, including sarsaparilla and blood purifiers, liver and kidney medicines, cough syrups and pectorals, linaments, horse and poultry powders, and a full line of family and household remedies. They also manufacture and prepare private formulas in quantity for druggists and physicians.

They import botanic drugs from all quarters of the globe. Such as are indigenous to the Pacific Slope are collected each year in the proper season under their care and direction, thus furnishing employment to a large number of men, women and children, and encouraging home industry and enterprise.

The trade is supplied with these goods in bulk, in packages and in powdered form. The F. A. Weck Company are agents for Cocking & Company of Yokohama, Japan, handling their double-distilled oil of peppermint and other products, and doing a large business in that branch. They are also agents for the El Pinal Vineyards of George West & Son, carrying a stock of their fine brandy, and sherry and port wines.

This Company receives consignments of roots, barks, herbs, flowers and seeds, and all kinds of botanic plants used for medicinal purposes and in the manufacture of perfumery. The house is branching out and continually adding to its facilities, and is now classed among the substantial business-houses of the Coast.

MR. I. WILLARD BEAM, of 29 Main street, is one of the leaders among that bright, dashing crowd of business men who are opening new channels of trade, and keeping San Francisco well to the front as a commercial *entrepot* with a gradually expanding and promising business.

Mr. Beam was born in Newark, N. J., and came to this Coast fourteen years ago. He immediately connected himself with the California Wire Works in a responsible position. He remained with that corporation for eleven years and then entered into business for himself as a manufacturers' agent, importer and commission merchant. Since then he has gradually extended and increased his business until it has reached such dimensions as to call for the accommodation of a large four-story brick warehouse in order to supply room for the vast stock which he carries.

Mr. Beam's specialty is in the representation of the tool, die and circular plate steel, manufactured by William Jessop & Sons, Limited, Brightside Steel Works, Sheffield, England. This steel was awarded a gold medal at the Paris Exposition in 1889, and all persons who are acquainted with mechanical operations recognize in it the very best article to be found on the market to-day. The Jessop circular saw plates, band saw blades, double shear steel, blister steel, truss spring steel, and annealed tool steel have established reputations and have been in constant use since 1793.

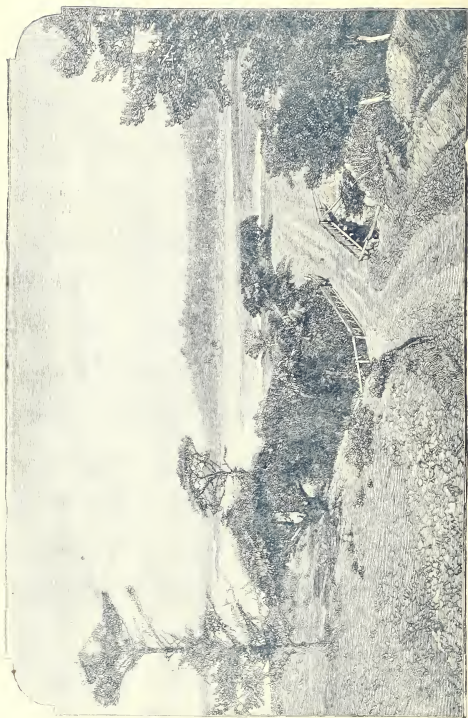
Mr. Beam also carries the largest stock of brass, copper, iron, steel, wire cloth, galvanized netting wire, wire rope, barb wire, staples, etc., to be found in the city. He is a selling agent for the wire cloth and netting products of the California Wire Works as well as for the steel cables, steel, iron, and galvanized wire rope manufactured by The Hazard Manufacturing Co. of Wilkes Barre, Pa., and the ornamental wrought iron pickets, rosettes, etc., the products of Charles C. Eckstein & Co. of New York.

In brass wire, wire cloths, iron wire cloths, steel wire cloths, galvanized wire cloths, painted wire cloths, and window screen wire cloths, Mr. Beam carries a stock which in point of variety and moderation of price could scarcely be excelled. His business extends all over the Pacific Coast and his house is one of San Francisco's most rising commercial institutions. He has an agent at Seattle and will soon appoint one at Portland and other points.

MESSRS. DUTTON & PARTRIDGE, of Nos. 212 and 214 California street, are engaged in business as importing and manufacturing stationers, printers, lithographers, and bookbinders. This establishment was founded in 1867 by Gluyas & Dutton. After a time Mr. Gluyas retired and Mr. Dutton continued the business under the firm name and style of S. E. Dutton & Co. Subsequently Mr. Dutton was joined by Mr. Withington and the firm name changed to that of Dutton & Withington. That partnership was succeeded by the present firm, which is composed of Mr. John Partridge and Mr. S. E. Dutton.

Dutton & Partridge carry one of the largest and best selected stocks of goods in their line to be found in San Francisco. They are alert, enterprising men of business who keep well informed as to the developments of the particular line of commerce in which they are engaged, and who have always on hand the latest novelties.

Messrs. Dutton & Partridge devote special attention to the handling of telegraphic codes, and in that line are far ahead of any other establishment in San Francisco. They are agents for Carter's inks, and for all the English telegraphic codes.



A CALIFORNIA DRIVE.

W. & I. STEINHART & CO., Nos. 3 and 5 Battery street, are wholesale manufacturers in clothing. They carry a full line of fine men's and young men's clothing, and make a specialty of summer clothing and fine overcoats. Their business stretches out over the entire coast, is very extensive, and requires five travelling men and sixteen hands in the house to satisfy it. The stock of ready-made clothing carried by this house is both serviceable and fashionable. Their facilities are such that they get their stock at the lowest possible figures, and sell it at bottom prices. They are connected with Steinhart, Heidelberg & Co., who have a vast establishment in New York, No. 753 Broadway, for the manufacturing of clothing, and offices in Chicago, Boston, and other principal cities throughout the Union. The firm of W. & I. Steinhart & Co. was established by W. & I. Steinhart in 1860, and is now the leading firm of its class on the coast. The individual members are Israel Steinhart, Wm. Steinhart and H. Heidelberg.

JOHN A. ROEBLING'S SONS CO., manufacturers of wire rope, wire, insulated wires, submarine cables, etc., are also proprietors of the New Jersey Wire Cloth Company, having their San Francisco office and warehouses at Nos. 25 and 27 Fremont street, where a complete stock of iron and steel rope; iron, steel and copper wire; insulated iron and copper wires; wire cloth, nettings and fencing are constantly kept. The parent offices and works are at Trenton, New Jersey. They have offices and warehouses at 171 Lake street, Chicago, and 117 Liberty street, New York, S. V. Mooney, Manager San Francisco Branch.

SKINKER & HAIGHT, PACIFIC COAST AGENTS for DU PONT'S POWDER, have their offices at 226 Market street. The Du Pont powder has a world wide reputation and the firm has been in existence nearly a century. It is the oldest and largest gunpowder manufactory in the world. The products of the firm embrace all descriptions of gunpowder including prismatic, hexagonal, square, mammoth, cannon, mortar, musket and rifle, for army and navy use, diamond grain, eagle and the various grades of canister and sporting powders, and shipping, blasting, mining and fuse powders. They also supply mealed sulphur and pulverized charcoal to order, refined saltpetre (warranted pure), and patent safety fuses for blasting. As regards the quality of the products manufactured by this firm it would be idle for us to offer any comment; we may, however, state that the high reputation maintained for their powder is due to the great care bestowed in its manufacture, the entire operations being under the immediate supervision of the proprietors. The degree of purity and excellence of this powder received favorable notice in the United States Ordnance Manuals. The product is sold mostly in the United States, although considerable shipments are made abroad, mainly to South America and the East and West Indies. The plant near Wilmington consists of the Elentherian mills, built in 1802; the Upper Hagley mills, built in 1812, the Lower Hagley mills in 1828, and the Brandywine mills built in 1836. These include seventy-seven buildings. They also own the Tunnell, Ginter's, Pine Creek, Indian River, Locust Creek and Mahanoy mills in Schuylkill county, Pennsylvania, and the Wapwollopen and Great Fall and Paxinos mills in Luzerne and Northumberland counties, Pennsylvania. The members of the firm are as follows: Messrs. Henry Du Pont, Eugene Du Pont, Francis G. Du Pont, Henry A. Du Pont and William Du Pont. Mr. John Skinker, of the firm of Skinker & Haight, established the

agency twenty-three years ago; previously he was for fourteen years the agent of the Winchester Repeating Fire Arms Co. and the Explosive Union Cartridge Metallic Co. He started and built up a large trade for these firms. Mr. Skinker is a very pleasant and affable gentleman and one of our old pioneers who arrived here in 1849 and like them he is honest, straightforward and generous to a fault. Mr. Clarence A. Haight has been connected with the house during the past twelve years. Up to 1891 he was the general manager; on the first of July of the same year he was admitted into partnership.

THE FIRM OF C. M. WEBBER & Co. is an incorporated commercial organization which has for its business the handling of California products on commission and in wholesale parcels. Mr. C. M. Webber is the president of the corporation; Mr. George D. Bills is its vice-president, and Mr. E. G. Fisher its secretary. Its main branch is at No. 116 California street, and its headquarters at Nos. 57 and 59 South Water street, Chicago.

C. M. Webber & Co. seem to be admirably equipped for the business which they have in hand. They have ample capital at their command, and a wide commercial connection; in fact, they may be said to be represented in every jobbing market in the United States. They are, therefore, in a position to handle to the very best advantage all lines of California products.

C. M. Webber & Co. are general selling agents for the Golden Gate Packing Co., of San Jose; the J. M. Dawson Packing Co., of San Jose; the W. W. Cozzens Fruit Co., of San Jose; and the Marysville Canning Co. C. M. Webber & Co. are also eastern agents for Williams, Brown & Co., of San Francisco; the California Fruit and Raisin Co., of Fresno; and the American Packing Co., of Fresno. In addition they are San Francisco agents for the T. A. Snider Preserve Co. of Cincinnati, O., packers of catsups, soups and sauces.

THE WISCONSIN FURNITURE COMPANY has its office and show rooms located at 658 and 660 Mission street. Their immense factory is located at Nos. 621, 623, 625 Townsend street, running 275 feet in depth, through to King street, near the Southern Pacific Railroad freight depot. They own their own side track, on the line of the S. P. R. R., which enables them to load and unload cars right at their door. This is one of our new enterprises, and it has proved a very successful one. The goods furnished by this house are all of Eastern make, and entirely of hardwood in all their parts. The finish is certainly superior to any ever offered in this market on low-priced goods. The arrangements and facilities of this establishment are perfect in every detail, and allow patrons privileges that cannot be had through any other house of its class. The shipping and delivering is done from Nos. 520, 522 and 524 King street. About thirty-five hands are employed and four travellers. The annual business transacted by the firm amounts to almost \$200,000. The business was incorporated June 28th, 1890, with a capital stock of \$50,000. Mr. E. Rochat is the president and general manager; J. Fred. Schlingman is the secretary; and S. W. Fuller is treasurer. The gentlemen are able and industrious business men who have the fullest esteem and confidence of the trade in general.

STANDARD IRON AND WIRE WORKS, 763 Mission street are large manufacturers of brass, iron and wire railings and gates for all purposes. Although established but two years, the proprietor, Mr. J. T. McCormick, is one of the most experienced men in this business on the Pacific Coast. For twenty years he was foreman with the California Wire Works, and so great is the confidence of that concern in his ability and integrity that they are still willing to be referred to regarding him. Every description of wire cloth, netting and wire goods is made on the premises, and the demand is in-

creasing rapidly. The firm also carries a large stock of wire and iron goods, and new branches of the business are being constantly added.

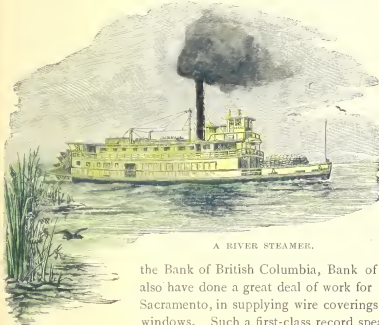
At present they are engaged in filling large orders for the well-known firm of Weinstock, Lubin & Co., Sacramento. They are also doing a lot of work on the D. O Mills building, Sacramento,

the Bank of British Columbia, Bank of San Luis Obispo, and also have done a great deal of work for the Catholic Cathedral, Sacramento, in supplying wire coverings for the beautiful stained windows. Such a first-class record speaks for itself.

The scope of the firms dealing is not by any means confined to this coast, but includes a great deal of work for Australia, Mexico, British Columbia, Sandwich Islands, Idaho, Utah, and lately several orders have been filled for Oregon and Washington. Mr. McCormick's reputation is well known, and is of many years' standing, and anyone requiring any work done in this special line will be attending to their best interests by calling on him and inspecting his large and well-assorted stock.

W. T. Y. SCHENCK, 222 and 224 Market street, deals in fire hose and apparatus, and fire department supplies. He is the sole agent for the Pacific Coast for Eureka, Paragon, Red Cross, Eureka-mill and Eureka-garden cotton, rubber-lined hose, linen hose and rubber hose, and manufactures Red Cord square flax packing, Schenck's Patent Swinging Hose Reels, hose carts, hose carriages, hose wagons, and Hook and Ladder trucks. He established the business in 1881, and has a capital of \$25,000. His trade takes in the entire Coast, and amounts to about \$90,000 per annum. Twelve hands are employed about the establishment and two travelers for the road.

The invariable uniformity of the goods produced and imported by this house has inspired every confidence, the trade being able to depend on obtaining exactly what has been ordered. Mr. Schenck is eminently a practical man in the business he conducts, giving his closest personal attention to all operations. Any one can enter into transactions with his house with the full assurance of receiving, not only full and liberal treatment, but manifest advantages not easily obtained elsewhere on the Pacific Coast.



A RIVER STEAMER.

THE HOUSE OF FRANK BROS., Nos. 33 and 35 Main street, is one of the leading agricultural implement establishments in San Francisco. It was established in 1874, and has now a business which keeps three travelling men continually on the road and aggregates from \$200,000 to \$300,000 per annum. This is a vast sum to be turned over in twelve months commercial transactions and yet it seems that the business of the Frank Bros. is rapidly running away from it. The firm is composed of F. A. Frank and G. P. Frank, the latter being in charge of a Portland, Or., branch house which does a very large agricultural implement business throughout the northern territory.

The Frank Bros. are general agents for the Fish Brothers wagons, Walter A. Wood mowers, Rock Island plows and handle all kinds of farm implements as well as buggies, carriages, carts, harness, etc. They carry a stock which fills to an uncomfortable fullness the four floors of the large building which they occupy, and without doubt, have on hand one of the most complete and varied assortment of goods to be found on the Pacific Coast, or, for the matter of that, on the American Continent.

All appearances indicate that not only are the Frank Bros. in a good position among the business leaders of San Francisco, at the present moment, but that they are in a fair way to achieve a position of still greater business supremacy. Their business in 1890, was the heaviest they ever transacted up to that time; and yet that of 1891, as far as it has gone, greatly exceeds its predecessor. Facts like these tell their own story.

MAX WOLFEN & Co., 405 and 407 Front street, are general commission merchants. They import Eastern codfish, mackerel, salmon, canned goods, etc., and deal in beans, honey, hides, dried fruits, and make a speciality of all kinds of produce. The trade of the house covers California and Oregon and is very extensive. The business done by this firm annually reaches a large sum. Some idea of it may be formed when the fact is mentioned that one man in Stockton buys from \$25,000 to \$30,000 worth of goods from this house annually.

The firm was established in 1866, by Max Wolfen and it has always enjoyed prosperity and the confidence of the public since its birth. Mr. Max Wolfen owns considerable property throughout the state, which he has accumulated by his energy and thrift, and is very much esteemed for his many generous deeds and his excellent traits of character.

TRUMAN, HOOKER & Co., of 421 and 427 Market street, are the proprietors of the largest and finest carriage repository on the Pacific Coast, and are also importers and dealers in all kinds of farming implements and vehicles of all descriptions, such as farm, spring and express wagons, buckboards, sulkies, carts, buggies, carriages and phaetons, and mowers, binders, headers, plows, harrows, seed drills, etc. They have a large branch house in Fresno, Cal. They have from three to five drummers, who are constantly traversing the entire Coast, and do a large and prosperous business. Messrs. Truman, Isham & Co. established the business in 1867. Afterward it went under the name of Truman, Isham & Hooker. In 1882 the name was changed as it now stands, to Truman, Hooker & Co. The firm of Truman, Hooker & Co. are known throughout the entire Pacific Coast, and are representative business men of high standing.

ALLISON, GRAY & Co., general commission merchants, are established at 501, 503, 505, 507 and 509, Front and 300 Washington streets. The premises occupied by the above address afford every accommodation for the handling of the stock, which includes everything in the way of country produce, including poultry, eggs, game, green and dried fruits, grain, wool, etc. These are received direct from the growers and can always be depended upon for freshness and quality. The house invites consignments of country produce, however large, from farmers, growers and others, and the wide scope of the operations insures quick sales, and consequently, prompt returns. The trade of the firm extends throughout this State and Oregon. The annual business of this firm amounts to \$1,000,000. In 1889 it was \$950,000 and in 1890 it reached \$1,200,000. They have but one traveller and employ ten hands about the establishment.

The house was founded in 1865 by Mr. D. E. Allison. Afterwards it was changed to Littlefield, Allison & Co. and then to Allison, Gray & Co. The capital stock is \$50,000. Mr. D. E. Allison, J. E. Allison and J. M. Gray are the individual members of the firm, all of whom are well known to the citizens of this city. The standing and reputation of this house is well known to consignors, and it has always merited and enjoyed the utmost confidence of all with whom it has had relations.

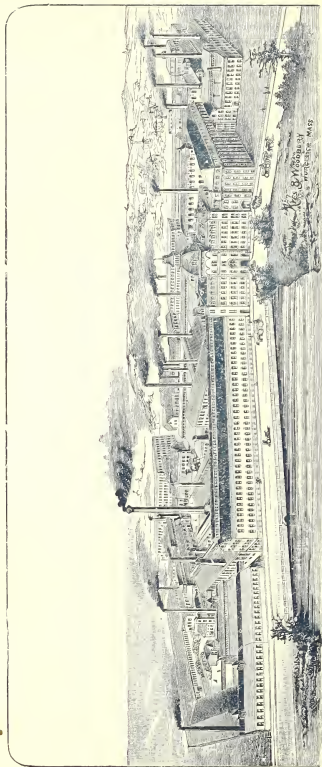
SMITH, STOLL & Co., of 545 Market street, deal in importations of German and French calf and kid skins, shoe findings, machinery, etc. They are also agents for the Bussell Trimmer Co., Union Edge Setter Co., Viscol Waterproof Dressing, Globe Buffer Co., Bussell Heel Trimmer and Union Heel Trimmer, Trojan Button Fastener Co., American Button Fastener Co. and R. G. Salomon's celebrated cordovans and alligators.

This firm has three drummers and gives employment to a dozen hands. They make regular shipments and do a large trade throughout California, Washington and Oregon. In Seattle, Wash., the firm has a branch house at the corner of Yesler Avenue and South Second street.

Tyler, Curtis & Co. established the business in 1865. It was afterwards conducted under the name of Rossetor & Smith and Rossetor, Smith & Stoll, and now is known as Smith, Stoll & Co. The firm has a standing which extorts recognition of their position, even from rival and competing houses, and have a record extending over twenty-seven years of continuous business of a character that cannot be gainsaid.

The present members are Mr. S. M. Smith and Mr. G. J. Stoll, who stand among the leading merchants of our State.

JOHN H. SIVERS, successor to the Western Shoe Stock Company is located at 410 Mission street. He deals in soles, tops and leather which is cut for the factories and wholesale trade entirely. His specialities are soles and counters which are superior to any made in the city. He employs four hands and does a very thriving business. His trade is mostly local. The business has only been established since April 1891, yet the house has been remarkably successful and the trade is constantly increasing. The premises are especially adapted for the handling of the goods, and Mr. Sivers selects only the best material that can be found in the market. His transactions are uniformly conducted in accordance with established principles of honorable dealing. Mr. Sivers as a gentleman of industry, integrity, and probity, ranks with the very best. He is an upright, honorable citizen and a credit to San Francisco.



WORKS OF THE WASHBURN & MOEN MANUFACTURING CO.

WASHBURN & MOEN MANUFACTURING CO. There is no branch of contemporary industry that has made greater strides or assumed more gigantic proportions, both absolutely and relatively, in the last quarter of a century than the making of wire; and first among the producers of this article stands the Washburn & Moen Manufacturing Co. Yet there is probably no other article of equally extensive consumption or of such multifarious application in the manufacture of common articles of every-day use that makes so little impression on the average mind as wire, for there is absolutely nothing, from the most powerful Corliss engine or the largest ocean greyhound to the smallest pin, in which wire has not played an important part at some stage of its manufacture. It furnishes the raw material for every screw, wire nail, umbrella frame, bed spring, woven mattress, bicycle and bottle stopper. Without its use in card clothing or heddles, the manufacture of cloths could never have attained its present perfection and economy. An exhaustive summary of its uses is impossible. No article, from an artificial flower to a tin plate, is without it.

But what most vitally concerns the people of the Pacific Coast is the yearly increase of its use in the manufacture of wire ropes, which are used for ships' riggings and guy ropes, for standing ropes and ropes for the transmission of power, for all manner of hoisting ropes in elevators and mines, for the construction of wire rope ways for carrying ores, for suspension bridges, and last, but not of least importance, for street car cables. The Washburn & Moen Manufacturing Co. have made a specialty of the manufacture of wire ropes for all purposes, and have acquired a reputation in this branch of their business equalled by few, and excelled by none.

It is almost unnecessary to refer to the Washburn & Moen celebrated Glidden Barbed Wire. Barbed wire is one of the greatest inventions of the nineteenth century. Any man who has split rails for the old-fashioned, unsightly, soil-wasting "worm fence" will certify to this fact. This company also makes galvanized telegraph and telephone wire and hard and soft drawn copper wires, and are sales agents for the "Twisted Wire Box Strap," for strapping fruit cases, etc. Another specialty is their patent steel wire "Cross Head Bale Ties," for baling hay. The best advice we can give the reader in this regard is to ask people who have used them what they think of them.

The Washburn & Moen Manufacturing Co. have a capital of \$2,000,000. The company was established in 1831 at Worcester, Mass., at which place they now operate several mammoth works, as well as a new plant recently constructed at Waukegan, Ill. The principal office is in Worcester, and they have branch offices and warehouses in New York, Philadelphia, Scranton, Pa., Pittsburgh, Chicago, Houston, Tex., San Francisco and Sacramento, Cal. The San Francisco branch, at present located at 8 and 10 Pine street, was opened in December, 1888, by Mr. George A. Cragin, the present Pacific Coast agent, a young man of shrewd business judgment and indomitable perseverance, to whose enterprise the well earned success of the San Francisco and Sacramento houses is due.

The policy of the Washburn & Moen Manufacturing Co. is still, as it always has been in the past, to regard the *quality* of their product the *paramount desideratum*, all other things being subservient. With this as their motto, they are prepared to meet all competitors.

The states of Washington, Idaho, Oregon, California and Nevada comprise the territory supplied by the San Francisco office, 8 and 10 Pine street, where is carried the largest stock of wire and wire rope in America.

J. L. CAHILL, No. 932 Mission street, above U. S. Mint, though among the youngest men in the business is the proprietor of one of the oldest established paint, oil and wall paper houses in the city. It was founded upwards of twenty years ago, and from



a small beginning, by persistent and conscientious effort and a desire to please its patrons, has now the distinction of doing the largest business of any house of its kind in San Francisco. Employing between thirty and forty first-class workmen, importing its own goods, and confining its business strictly to repainting of buildings and papering and decorating same, it is in a position to compare favorably with any respectable house. As the entire management of the business is under Mr. Cahill's supervision, and as he makes a rule in all cases to attend personally to each individual job, his patrons have had no reason to complain, and the result has been a continued steady increase in business. A remarkable

fact in connection with the above is that Mr. Cahill employs no solicitors, but depends entirely on the quality of his work and the recommendations therefrom to gain customers. That he has admirably succeeded in this is well known. His order books are always full, his men constantly employed, and his patrons invariably satisfied. He is a thorough business man, prompt and courteous in his dealings, and can refer with pride to many of the leading buildings in the city which he has helped to beautify.

THE ESBERG, BACHMAN LEAF TOBACCO COMPANY, of which Mr. M. Esberg is President and Mr. F. A. Davis, Secretary, is one of the leaders in that line of commerce in San Francisco. It is a strong corporation and remarkably well equipped in the way of organization for the business it has in hand. The headquarters of the Esberg, Bachman Company is at Nos. 508 and 510 Washington street, San Francisco, but it has also business establishments at No. 179 Water street, New York, where they have a large trade.

The Esberg, Bachman Leaf Tobacco Company not merely import their own tobacco, they also purchase, direct from the planters, and pack their own goods. Their warehouses are located at 336 Christian street, Lancaster, Penn. and 41 Santa Clara street, Havana. By this means they are always sure that the goods they sell are exactly what they are represented to be and unadulterated. They are the only tobacco dealers in this city, who purchase and pack for themselves in an extensive and systematic manner.

The Esberg, Bachman Company was originally an ordinary business partnership, and in that form, it was founded in the year 1856; it was incorporated in 1891 and does a large business throughout various other portions of the United States as well as in this city and on this Coast. The excellent facilities which the Company has for obtaining the pick of each year's crop, on the best terms, and direct from the producer, give it a marked selling advantage. All is done by their own men, who are expert in the business.

WEST COAST PLUMBING CO., 647 Market street is the only house on the Pacific Coast devoted exclusively to the sale of plumbing supplies.

The company was incorporated Feb. 27, 1891 with a capital stock of \$100,000 with the following offices: President, Fletcher F. Ayer; Vice-President, Robert H. Countryman; Secretary, James A. Maguire. These gentlemen's names are a sufficient guarantee of the reliability of the company, for no business men in San Francisco enjoy a more honorable reputation or a more deserved one. At present their trade is principally located in the city, the country and coast departments are being carefully and properly looked after.

The company are extensive importers of a complete line of plumber's supplies, particularly wrought iron, fittings, brass goods and plumber's earthenware.

They handle the well known Clayton & Lambert gasoline fire-pot and are introducing the "Perfection" hand riveted boiler.

There is no supply house in this line more popular with the plumbers generally, and we predict for them a splendid future. Their sales are confined entirely to the trade and have steadily increased much to the satisfaction of the stockholders.

A complete stock of plumber's goods are carried constantly on hand and our plumbers could not do better than to call on them before placing their orders. The manager, Mr. Louis E. Arnold, one of the best informed men on plumbing goods on the Pacific Coast will always be pleased to meet plumbers and make estimates on building contracts.

WELCH INHALER & MEDICINE COMPANY, 37 Second street, is the only firm on the Pacific coast devoted exclusively to the propagation of Nature's own method of curing all diseases of the air passages while sleeping.

The laboratory of the company is under the charge of Mr. H. T. Welch, who probably has made a closer study of the origin and cure of diseases of the air passages than any other specialist on the Coast. The Welch Inhaler is the safest, easiest and most infallible cure yet produced for the cure of catarrh, bronchitis, la-grippe, etc. Incredible as this may seem in the face of unsuccessful medical experience, nothing is more easily proven, nothing more simple, nothing more scientific, nothing more in accordance with approved theories of disease and acknowledged facts of common sense. It is merely a thin celluloid shell, shaped to fit neatly over the nose, and fastened by a ribbon or rubber cord around the head. It is perforated with holes to admit air; under the nostrils is a small drawer holding a pad of felt, upon which the medicine is placed, the object being to apply the microbic germicides and healing balms to the diseased surfaces so long desired. This new and novel instrument provides for all night or continuous application of soothing, healing and health-giving remedies, which are carried by every breath drawn into all the tubercles and diseased air passages, reaching the remotest parts of the head, throat and lungs. It will correct unhealthy and offensive discharges, allay irritation and inflammation, impart tone and strength to the weakened membranes and purity and sweetness to the breath. It will kill the microbes and germs of disease that have been carried into the air passages with the breath, cure deafness caused by catarrh and produce refreshing sleep and permanent relief. The tens of thousands in use on this Coast are a guarantee that they are all that is claimed for them, and no one suffering from any of the diseases mentioned should be without one. The officers of the Company are Wm. H. Brown, President; J. Frank Devendorf, Vice-President; and Albert Howell, Secretary.

PACIFIC NOVELTY COMPANY, 37 Second street are the Pacific Coast agents for many of the best known patented novelty articles, at present in the Eastern markets. This house was established in 1890, by Mr. Wm. H. Brown, President and Albert Howell, Secretary, and so energetically did these gentlemen attend to the interests of the company that it rose at once into a prominent position in the mercantile world and received a large share of public patronage from the start. There are very few Eastern or European novelties, samples of which cannot be found at this store.

They have, without exception the most complete and best selected list of agencies on the Coast. They are the sole representatives on the Pacific slope for the Magic Introduction company of New York, a concern which annually places more novelties before the public than any other house in the United States. The well-known and convenient magic pocket lamp and cigar lighter is the greatest boon known to smokers for many years. It is safe, reliable and handy and cannot, with reasonable usage, get out of order. They also keep all manner of magic pocket knives, magic pocket banks and books and a full assortment of general magic novelties. A visit to their store is interesting, for the smartest of men will find there something to test their ingenuity. The genial proprietors are justly proud of their well-equipped show-rooms and are always happy to welcome strangers and visitors from the country. The capital of the firm is \$25,000, which is proof of its stability and integrity. All country orders are attended to with the greatest dispatch consistent with the special nature of the packing which such delicate articles require. Any one contemplating the purchase of any kind of novelties or magic toys, etc., cannot do better than communicate with the Pacific Novelty Company.

WM. H. BROWN, 37 Second street, is the sole Pacific Coast agent for five well known Eastern manufacturers. This business was established in 1885, and every year the fair and honest methods pursued by the proprietor have been rewarded with an annual increase of business. His store is without exception the most elegant in the city, and the collection of beautiful lamps, fine cut glass and decorated ware are superb. Mr. Brown is the sole agent for the following firms: Edward Miller & Co., Meriden, Connecticut, sole manufacturers of the celebrated Rochester lamps, also manufacture a complete line of lamps, chandeliers, burners, bronzes, etc; Smith Brothers, New Bedford, Mass., makers of all descriptions of cut glass and decorated ware, consisting of fine salt, pepper and cracker jars, lamp shades, etc.; also, agent for the Adams & Westlake Co., who make the "Matchless" air rifles which shoot sixty-five times without reloading. These guns are acknowledged by experts to be the most simply constructed and the most effective of their kind in existence. They are made to use any make of B. B. shot but care should be taken to procure the best or most uniform in size, as they will assure uniform results. With proper care and usage this gun will last a life time. Mr. Brown always has full supplies on hand and is daily receiving orders for his specialties from all over the Pacific coast. Also agent for F. E. Power & Co., of Chicago, Illinois, manufacturer of fancy lamp shades in changeable Marcelline, Florentine and China silk and satin—a complete and elegant line.

M. KELLY & Co., 204 Mission street and 44 Main street, are manufacturers of and dealers in new and second-hand tools, hardware of all description, safes, second-hand machinery, brass goods, pulleys, and in fact everything known in metals and machinery tools. The firm formerly manufactured files. They give employment to a large number of blacksmiths and metal-workers who are kept busy turning out all kinds of machinery, etc. The



THE CLIFF HOUSE AND THE OCEAN.

trade, of course, is mostly local, still they are doing a very large

country trade. The annual business transacted by the firm amounts to \$50,000 and is steadily in-

creasing. The firm was established by Martin Kelly who was joined in 1887 by his brother Thomas J. Kelly. Martin Kelly, the senior member of the firm is a wide awake, restless man, full of activity and enterprise. Some years ago he became identified with politics and by his unequalled executive ability soon became recognized as a leader of the Republican Party. He was the trusted adviser and associate of the famous Republican patrician and diplomat, Mr. Wm. Higgins, who died a few years ago. Mr. Kelly resembles the late Mr. Higgins both in appearance, disposition and general characteristics, and was soon placed in a foremost position by the Republican leader and party. He is a brainy, big-hearted man of aggressive temperament, and is one of the most powerful and magnetic men of the day. Thomas J. Kelly, his brother, is a bright, cool, quiet business man of a very genial and courteous disposition, who devoted his entire attention to the business and by his strong, pushing character is building up the already large and prosperous business.

F. TOPLITZ & Co. are located at 571 Market street. They are wholesale importers and manufacturers of millinery, straw goods and ladies' trimmed hats, and are the proprietors of the Pioneer Straw Hat Manufacturing Co. This firm carries a complete and elegant line of goods including all the latest and most fashionable styles and designs. Their imported goods come direct from New York, London and Paris where they have established agencies and agents who are always on the alert to secure the latest and finest novelties. Their house has a large established trade on the Pacific coast and employs from three to five drummers and about twenty-five hands in the va-

rious departments. This is the oldest house of its class on the Coast and has been doing business continually since 1854. It was established by Mr. F. Toplitz who was joined afterwards by Mr. M. Banner. The house of F. Toplitz & Co. deserves the prosperity and reputation that it enjoys because the firm has done much to earn it.

THE FIRM of W. F. BECK & CO., commission merchants, Nos. 112 and 114 California street, do the very large business in canned and dried fruits and raisins. They have valuable commercial connections in most all the leading cities of the East.

W. F. Beck & Co. devote especial attention to the handling of salmon and canned and dried fruits. They are sole agents for the following fruit canneries: the Capitol Packing Co., of Sacramento; the Van Allen Packing Co., of Healdsburg; and Scotchler & Gibbs, Black Diamond. They also represent the following salmon canneries: the North Shore Packing Co., Columbia River; the Knapben Packing Co., Columbia River; the Chignil Barg Packing Co., Alaska; and the Pacific Steam Whaling Co., Alaska.

W. F. Beck & Co. also handle the pack of the following raisin curers: E. H. Gould, Davisville; A. D. Bailing, Fresno; Noble Bros., Fresno; Rodda & Knolman, Fresno; the Olivet Packing Co., Fresno. The Los Nietos Walnut Growers Association of Los Angeles, the Westside Fruit Growers Association of Santa Clara, and the Haywards Fruit Growers Association put their crops on the market through this firm. Of course in addition to this large list of producers who do their business exclusively through W. F. Beck & Co., the firm has extensive general sources of supply and is always in a position to give its correspondents rates on all qualities and descriptions of goods within the line of its trade.

The firm of W. F. Beck & Co. is composed of Edgar A. Cohen, R. N. Simpson and W. F. Beck.

SCHACHT, LEMCKE & STEINER. Mr. Henry Schacht, Mr. Martin Lemcke and Mrs. E. Steiner are associated together in business, under the firm name and style of Schacht, Lemcke & Steiner, as exporters and wholesale dealers in honey, bees wax, shells, raisins, dried fruits, nuts, roots and herbs, etc., with offices and warerooms at Nos. 16 and 18 Drumm street. This firm was established some five years ago, but by succession it is quite an old concern, because it took over the business of George W. Meade & Co., when that well known firm retired from the trade. When it is borne in mind that George W. Meade & Co. led that branch of commerce for many years, it will be understood that the new firm entered into a large and carefully arranged business connection at the start, nor has it rested on its oars and allowed the tide of inherited prosperity to carry it along. On the contrary, the new firm entered into the business with energy and sagacity, and has broadened and expanded the lines of its commercial environment so that to-day it occupies an even more favorable position than the old firm of George W. Meade & Co. did.

Messrs. Schacht, Lemcke & Steiner are the packers of the Lion brand of raisins, dried fruits and honey, and also of the Monarch brand of honey. Their commercial relations extend all over the Pacific Coast, into Mexico, the Hawaiian Islands, and the Australasian Colonies. It requires the services of seventeen to handle their business.

CHAS. J. LEIST & Co., north-west corner of Sacramento and Davis, is one of the most reliable houses in San Francisco. Any one transacting business with this firm can depend on having all their commissions executed with promptness and dispatch at the lowest possible cost. Mr. Chas. J. Leist and Mr. Adrian Merle personally superintend every department, and by saving expenses by not sustaining a large staff of foremen, are able to give their clients the benefit produced by their economical policy.

The firm commenced operations nine years ago, and by honorable dealing and thorough business-like methods, they have secured to themselves the sole agencies for the city of many of the best-known manufactories in the State.

There is no business man in which the public ought to feel more confidence than in a commission merchant. Trusting very frequently their whole fortune to his judgment, country producers need to feel that they are placing their interests in the hands of some firm that would scorn to take advantage of the confidence reposed in them. That Chas. J. Leist & Co. have always acted on thoroughly upright principles, is proved by the fact that each year their business increases by rapid strides. Both these gentlemen are among the most respected members of the San Francisco Produce Exchange and Call Board, and the large intercourse with merchants and others, gained in that connection, enables them to keep abreast of the markets and to use such information to the best interests of their clients.

This firm are agents for the Phoenix Mills at Sacramento, and also for Bidwell's Chico Mills, both of which well-known houses manufacture the finest patent roller flour that can be found in any market of the world. They also represent the Commercial, Golden Star and Golden Sheaf brands of bakers' extra flour. These last-named brands are at present being used in many of San Francisco's first-class bakeries, and the demand for it is ever increasing. When there are so many so-called "unsurpassable" qualities of flour before the public, it becomes necessary to decide which of them is really what it claims to be. After many years' test by the general community, it is now generally admitted that the different brands of flour handled by Chas. J. Leist & Co. are among the very finest and greatly superior to the vast majority.

SHOOBERT, BEALE & Co., 307 California street, are the leading wool commission merchants of San Francisco. This house was founded as far back as 1879. Their transactions in wool reach a very large annual sum total, and extend over an immense territory. They are exclusively in wool commission business in all its varied branches, and have established agencies in all parts of California and Nevada, and have correspondents in all the large cities in Europe and America. They are also agents for and conduct sales of all kinds of live stock, and make liberal advances on consignments. Their facilities for handling their vast business is unsurpassed and perfect in every detail.

Furthermore, they understand every branch of their business, and conduct it in a manner that has won for them the esteem and patronage of the entire community. Such gentlemen as Mr. J. E. Shoovert, Mr. H. W. Woodward and Mr. Truxton Beale are sure to succeed. They are all very popular in the circles in which they move and are highly respected. Mr. Truxton Beale is at present minister to Persia. His executive ability, firm will, decision of character, energy and charming individuality enable him to fill the duties of that office in a manner that commands the admiration of all in contact with him.

HENRY COWELL & Co. are engaged in the manufacture of a very fine article of Santa Cruz lime, and also, in the importation of cement, plaster, hair, marble dust, fire tiles, fire bricks, fire clay, etc.

This business was established in 1851, by Messrs Davis & Jordan. They conducted it until 1864, when the firm became Davis & Cowell, who carried on operations until 1889, when the firm style again changed to that of Henry Cowell & Co., Mr. Cowell having obtained the entire control.

The business is a very large and valuable one, which maintains a wide commercial connection with the building trade of the Pacific Coast and gives employment to one hundred and fifty hands.

Messrs Cowell & Co's. lime works are located at Santa Cruz, Marble Valley, Cove Valley and San Juan Island. They have an aggregate capacity of 300,000 barrels of lime per year, and their output is highly appreciated by all practical builders. In fact, it has no equal on this market.

Messrs Cowell & Co's. office and warehouses are at Nos. 211 and 213 Drumm street, in this city, which, while extensive, are entirely insufficient to accomodate the rapidly growing trade.

Recently a new branch was added to the business, the firm having obtained, last year, the proprietorship of the largest deposit of bituminous rock on the Coast, and one that also turns out the finest quality of bitumen. To develop this property large sums have already been expended, but the vast increase in the demand for the article warrants it.

Mr. Cowell is an expert in blooded horses and cattle, and prominent among the men who have made California famous for its blooded stock.

The firm, while doing an immense business in this city, has shown enterprise in entering more distant markets. Branches of the business are flourishing at Sacramento and Tacoma, and an agency is in full blast at Seattle. The Tacoma branch is under the immediate supervision of Earnest B. Cowell, a son of the senior member of the firm.

GREENEBAUM, WEIL & MICHELS probably manufacture and dispose of as large a stock of gent's furnishing goods as any house in San Francisco. In 1868 the firm was established, and it was known as Greenebaum Bros., but like so many other concerns in this city, the increase of trade compelled them in 1880 to receive into it Mr. L. Weil and Mr. L. Michels as partners, since which time it has been known by the name it goes under to-day. Their large salesrooms and warehouses occupy five floors and the basement, at 17 and 19 Sansome street, and is one of the finest buildings of its kind to be seen in this city. Fifteen people are necessary to do the handling of the goods alone, not including the manufactory, situated at No. 531 Mission street. In this building twelve cutters are kept busy fashioning enough material to give constant work to one hundred and fifty girls. The whole of the three floors are filled with the buzzing of machines and the singing of the girls from morning to night. The liberal policy pursued by this firm toward its employees has made it deservedly popular, and as is invariably the case where amicable relations are maintained between employers and their workers, the quality of the latter's work will bear the closest inspection. It is partly due to this policy, and the untiring efforts of the firm to place nothing but first-class goods in the market, that their business is flourishing.

Greenebaum, Weil & Michels confine their trade entirely to the wholesale department.



A CALIFORNIA VINEYARD.

SACHS BROTHERS & Co's establishment comprising Nos. 25, 27, 29, 31 and 33 Sansome street is, without exception, the largest wholesale house of its kind to be seen on this side of the continent. The history of the firm commences twenty-seven years ago, when it was launched into the commercial world by its present proprietors, who throughout all that time have been gradually building it up till it has reached its present colossal proportions. Sachs Brothers & Co. succeeded in gaining the confidence of the public at the start, and for more than a quarter of a century that confidence has never been violated. As a consequence, the growth of the well-known fancy goods house has been identical with the growth of San Francisco. In August, 1891, the exigencies of increasing trade necessitated the enlarging of their stores to nearly twice its former size. This was done that they might make a display of goods commensurate with the prestige the firm enjoys in the Western States. At the present time their vast warehouses comprising ten floors, are filled with complete and attractive assortments of the following lines,—fancy goods, notions, trimmings, veilings, laces, gloves, corsets, white goods, embroideries, ladies' and gents' furnishing goods, knit goods, shawls, skirts, umbrellas, etc., etc. Sachs Brothers & Co. are also the wholesale agents for the Pacific Coast for many specialties. These are: C. P. à la Sirène French long-waisted corsets, Ball's corsets and corset waists, the Yatisi corsets, the Jackson corset waists, Gloria stainless black hose, Foster's patent hook kid gloves and hygienic underwear. Fastidious indeed must be the taste that fails to find complete satisfaction in the elegant displays made of the various specialties just quoted. This firm gives special attention to the manufacture of gents' underwear, and twenty-five hands are regularly employed in that department. The firm is represented by six drummers, and the services of fifty people are required in the stores to insure the regular and prompt dispatch of country orders. Recently Sachs Brothers & Co have undertaken the agencies for Chadwick's well-known spool cottons, the Golden Gate Ribbon Manufacturing Co., and also for the celebrated Golden Gate white shirts. Full assortments of all these lines are always on hand and the firm is prepared to fill country orders with the utmost dispatch.

THOMAS DAY established business in 1856, locating on Montgomery street, corner of Jackson, importing cutlery and a fine grade of hardware. When the Gas Works were built, he furnished the Gas Company with the first lamp posts, and for many years, was the principal dealer in gas pipe and gas fixtures. For many years he kept a large force of men employed in the best class of plumbing, gas and steam fitting. He moved to Pine street, on the present site of the Stock Exchange, in 1872, thence to Sutter street, in 1876, and sold out the business in 1883 to Frank J. Symmes and Vanderlynn Stow, who changed the name to Thos. Day & Co., and commenced manufacturing. They incorporated in 1886, as Thos. Day & Co., Limited; Frank J. Symmes, President, and Vanderlynn Stow, Secretary and Treasurer.

They have increased the stock largely, and after giving up the plumbing business, devoted themselves largely to the manufacturing, and have just now greatly enlarged their plant and erected a five-story building, corner of Ecker and Jessie streets, for future use, and are fitted up to supply the Coast with gas and electric fixtures, and all kinds of ornamental work. Fine designs for church and office work executed to order and architects and builders can now gratify almost any whim by the use of this excellent plant for the handling of brass and bronze work of every description.

DEMPSTER & SON, 205 Market street are largely interested in the exportation of California products, such as flour, lumber, grain, etc., and are also agents for Robert Taylor & Co., Dr. J. G. B. Siegerts & Sons, Angostura Bitters and Seigerts Boquet; Baker & Bros. castor oil, and oils, etc. The firm also deals in rosin and cooperage stock. Their principal business, however, is the exportation of California products, which they export to Australia, China and England, in chartered ships.

This is the oldest existing firm of the kind on the Coast and was commenced as far back as 1846 by Mr. Chas. L. Ross under the firm name of C. L. & D. L. Ross.

In 1850 Mr. C. J. Dempster came here and soon after joined the house and the business continued under the name of Ross, Dempster & Co. Mr. C. L. Ross retired in 1849 and has for some years been residing in Australia. Mr. D. L. Ross who died in 1868, was from the day of its foundation until his death the President of the Tenth National Bank of New York and is entitled to the credit of having originated the National method of banking. The house is now conducted by Mr. C. J. Dempster and Milen Ross Dempster, who is a nephew of the late Daniel L. Ross.

Mr. C. J. Dempster was for several years a director of the Board of Trade and was Vice-President of the Chamber of Commerce about 1860. At the expiration of his term he was offered the Presidency which he declined to accept. Mr. Dempster is a gentleman possessed of many fine qualities, whose courteous and genial temperament and pleasant smile have won and retained for him hosts of warm friends, whose hope it is that he may long continue in his present position of usefulness.

The firm of Dempster & Son has encouraged and promoted sound and desirable progress in commerce and manufactures, and its usefulness has been commensurate with its success. Its long and honorable career and growth of its business is a measurably approximate indication of the material growth of the city. With ample capital honorably accumulated, with all the advantages of an unblemished record extending over so long a period, it is not too much for us to prophesy for this house a continuance of the prosperity and influence so long enjoyed in the past.

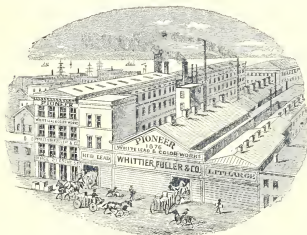
ENSIGN & MCGUFFICK, successors to Loftus Bros., No. 7 Spear street, are dealers in Lubricating Oils. They are the sole agents for the Pacific Coast and Hawaiian Islands, for the Binghamton Oil Refining Co., of Binghamton, N. Y., the first producers of mineral products in the United States. This company's oils are refined exclusively by the superheated steam process, and thereby avoid destructive distillation so injurious to the lubricating globule of petroleum. This is the only company who refine by superheated steam, as it is a very expensive process, but in the end makes the very best quality of oil. This company's well known brands are, the Mecca, Hercules, Old Pioneer, Paragon and Locomotive Cylinder Oils, and the Mecca, Cardinal, Paragon, Peerless Engine Oils, besides others too numerous to mention. These oils are highly recommended in the East by the Cunard, Turon, White Star and Inman Line Steamers, also by the N. Y. C. & H. R. Ry, N. Y. L. E. & W. Ry, Great Northern Ry, Chicago City Cable R. R. Co., and also on this Coast by the Ferries & Cliff House Cable R. R., Sutter St. Cable R. R., New Almaden Quicksilver Mining Co., Steamer Australia, Sacramento Transportation Co., Sacramento City Water Works, State Printing Office, and many others. They are also sole manufacturers for Nevada Compound used in great quantities, and is known all over the Coast for its wearing qualities. They manufacture it in three grades, No. 1 for Ram Elevators, No. 2 and for bearings

Also agents for the celebrated Globe Packing, the finest pump and piston packing on the market.

The San Francisco agency was started in 1882, by Messrs. Loftus Bros., and was succeeded in 1890 by J. R. McGuffick and E. J. Ensign. The agency has made rapid strides and the business is constantly increasing. It has tripled itself during the past 14 months. Messrs. McGuffick & Ensign are energetic, progressive, go-a-head rustlers and have the confidence and high esteem of an entire business community.

C. E. BROAD, manufacturers' agent, is located at 55 Stevenson street. He is agent for S. Waterbury & Son, manufacturers of Misses and children's fine shoes, 37 Warren street, New York; for Wright & Richards, Rocklin, Mass., gents' fine shoes, also agent for Lark & Co's infant shoes, of Philadelphia, and the Blum Shoe Co. of Dansville, N. Y. The shoes manufactured by the last named company are unrivaled in quality, durability and comfort. They are adapted for all classes and ages. The names of the other companies are a sufficient guarantee for the quality of goods manufactured by them and which are sold all over California, Washington, Oregon and British Columbia through the agency of C. E. Broad. It was established in 1888 by Mr. Broad. The trade is exceedingly good and always increasing owing to the excellent management of the company's representative and the superior quality of the goods represented.

WHITTIER, FULLER & COMPANY have their headquarters of all their vast business on the corner of Front and Pine streets. They are the proprietors of the Pioneer White Lead Works, Pioneer Color Works, Pacific Rubber Paint Works, the French-plate Mirror Manufactory, and the Pioneer Oil Works in San Francisco.



The Pioneer white lead is of higher grade than that made anywhere else in the United States. This is evidenced by the fact that the naval department at Washington has selected it as the standard by which to grade the leads of all other makes for government use. It has also been adopted by the great railway companies of the East. The Pioneer Color Works produce colors ground in oil and japan that cannot be surpassed anywhere. The manufactory is situated on Fremont street,

between Howard and Folsom, and is 45 feet front by 275 feet in depth, extending from Fremont to Beale street, and is five stories high. The acid works and corroding sheds have a frontage of 185 feet on Fremont street, with a depth of 275 feet on Beale street. About 250 tons of pig lead, made from the ores of this Coast, are consumed every month, and an equal amount of white lead is produced therefrom. The Pacific rubber paint is acknowledged by experts to be the best mixed paint made in the world. It is made of the finest materials, intimately combined with a strong solution of pure India rubber. It is superior to ordinary white lead paint, is less expensive, will cover more surface and is all ready for use. The French-plate mirrors are produced in the highest

style of the art, and are as good as any made in any other part of the world. These mirrors are finished in two styles, one with the customary quicksilver finish, the other the silver is covered with a composition impervious to moisture, and protects the mirror from any effects of climatic changes. The firm added to their extensive works, machinery for beveling and polishing plate glass. Heretofore this class of work was only done in the East or in Europe. They are the heaviest importers of plate and window glass on the Pacific Coast, and have a large three-story brick warehouse especially for the storage of this class of merchandise. They import all sizes of the finest plate glass for architectural purposes. They also lead in the manufacture of all kinds of lubricating oils, and are sole agents for the celebrated Valentine varnishes and Extra Star kerosene, which have no superior. They are also general agents for the French and Belgium Plate Glass Companies on the Pacific Coast.

Messrs. Whittier, Fuller & Co. have large branch and distributing houses in Sacramento, Oakland, Los Angeles, San Diego and Stockton in California, and Portland, Oregon. They have also a branch purchasing house in New York city. Besides their large manufactories, they also have in San Francisco several large warehouses filled with their goods. In 1857, the mercantile firm of Cameron, Whittier & Co. was formed in San Francisco. The death of Mr. Cameron (1861) soon after closed the partnership. In the meantime, the house of Fuller & Heather dissolved, and W. F. Whittier and W. P. Fuller formed a partnership in 1868, under the firm name of Whittier, Fuller & Co. They were the first manufacturers of their line on the Pacific Coast, and they started out with everything against them. But pluck and enterprise conquered all, and to-day they are the largest and best known firm of their kind in America. Their phenomenal success is a just reward for enterprise, honorable business methods and careful regard for the requirements of this growing commonwealth. They employ hundreds of mechanics and laborers, and ship their goods all over the Pacific Coast, the Atlantic States, Australia, New Zealand, Mexico, Central America and to the Hawaiian Islands. The present individual members are: Mr. W. F. Whittier, Mr. F. N. Woods and Mr. W. P. Fuller, Jr., besides resident partners of the different branch houses.

Mr. William F. Whittier was born in Maine; started in the paint and oil business in Boston as a boy in 1850, and has continued in that line ever since; arrived in California in 1854, entering at once into active mercantile life in San Francisco.

Mr. Wm. P. Fuller, Sr., was a native of New Hampshire; came to California in 1849, and died in May, 1890.

Mr. Frederick N. Woods is also from Maine, and has been in California since 1869.

Mr. William P. Fuller, Jr. is a native son of the Golden West.

J. C. JOHNSON & CO., 400 to 404 Market street, are extensive tanners, leather dealers, importers, manufacturers, dealers in every description of harness, saddlery, harness hardware, horse collars, whips, etc. Their specialties are their tannery products and sweat pads for horse collars.

This firm is one of the oldest in California and does a large trade with California, Oregon, Washington, Idaho, Montana, Utah, Arizona, Nevada, Central America, Mexico, and the Islands of the Pacific Ocean. They employ a large number of skilled workmen in their factory and are represented on the road by several commercial travelers.

The house was established in 1852 by J. C. Johnson and incorporated in 1891 with

a capital stock of \$500,000. Mr. Johnson left New York in 1852 and came to San Francisco for the express purpose of establishing the business. He went into partnership with J. A. Horton of the old and well known firm of Conduct & Horton who were also in the same line of business. Mr. Horton died in 1858 and the business was continued by J. C. Johnson and his brother J. M. Johnson. After having been a member of the firm over thirty years Mr. J. M. Johnson died on March 25th, 1891. The business was originally on Sansome street between Washington and Clay and occupied a building that was among the first built of brick in San Francisco. In 1864, owing to the rapid increase of trade, the firm was obliged to seek more spacious quarters and moved to Front street near Pine. In 1872 they removed to 12 and 14 Pine street and from there to their present location on the corner of Market and Battery streets.

The building now occupied by the company is four stories in height and is in every way a model one. It is elegantly fitted up throughout and stocked with the best line of goods that can be found in the world. The individual members of the corporation are Mr J. C. Johnson, the President; Mr. E. H. Horton, Vice-President; F. S. Johnson, Treasurer; and C. R. Le Breton, Secretary. They are gentlemen of high standing and reliability in the commercial world, and men who are also highly respected and esteemed in other circles.

THE HALL SAFE AND LOCK COMPANY have a large agency at 609 Market street, under the Grand Hotel. Every one has heard of Hall's safes and locks. The company is the oldest and largest safe and vault manufacturers in the world, besides their safes and locks have an established reputation that is second to none in existence. Not an instance is on record where one of Hall's Safe & Lock Co's. burglar-proof safes have been forced open and robbed by burglars.

This company furnished the vaults for The Crocker-Woolworth National Bank of San Francisco, which is the finest banking room in the world. The two steel vaults placed in the United States Mint in San Francisco by them can not be equaled anywhere. The London, Paris and American, Hibernia Savings, Peoples' Home Savings, and Pacific Banks of San Francisco, all have Hall's safes and vaults. The safe deposit and steel vaults sold by this company on the Pacific Coast during the year of 1890, amounted to \$140,000. The company has Coast agencies in Portland, Or., Seattle and Spokane Falls, Wash. and in Los Angeles and San Diego.

The works of the company are carried out on a grand scale and are perfect in all their details. Over one hundred men are employed, and they have agencies established in all parts of the globe. The San Francisco branch employs eight travellers for the Pacific Coast trade.

The business was founded in 1840, by Jos. L. Hall and was incorporated in 1867, with a capital stock of \$1,000,000. Mr. E. C. Hall is the President and Treasurer, and Mr. R. T. Pullen, the Secretary. J. G. Giesting, the manager of the Coast agency has been connected with the company many years and is well up in the business of the firm he represents.

JAS. LINFORTH, 37 Market street, is the general agent for the Pacific Coast for the Cincinnati Bell Foundry Co., "Blymyer" Bells, Blymyer Iron Works Co., Sugar Machinery and Zimmerman Fruit Evaporators; Sybry, Searls & Co., Sheffield, mining steel; Murray Iron Works Co. butcher machinery and tools, and the Monumental Bronze Co., white bronze monuments and statuary.



SCENE IN CALIFORNIA.

Mr. Linforth was senior partner in the firm of Linforth, Kellogg & Co., who did a very large trade in general hardware, iron, steel, etc. Mr. Linforth is one of our oldest merchants. He arrived in California in 1856, and embarked in business a thorough business man. He did not confine himself to the narrow circles of business, but showed broad and liberal enterprise in every direction. Of institutions that are now flourishing, several in those early times, received great encouragement from him. For instance, our Merchants' Exchange—he was energetic in furthering the plans for the present building. He was President of the Old Commercial Association that preceded the Board of Trade. He is now President of the San Francisco Lying-in Hospital and Foundling Asylum. He was a Director of the California Immigrant Union for many years, a Trustee of St. Augustine College, of Benicia, and was Vice-President of the Mercantile Library. For four years he was President of the I. O. O. F. Library Association, a member of the Chamber of Commerce, and the California Prison Commission. He is a man of wide information, well read, cultivated and refined and is deservedly respected and esteemed by all who know him.

THE COMMERCIAL PUBLISHING COMPANY. In 1875, the *Commercial News*, the only daily paper devoted exclusively to the mercantile interests of this city and Coast, was launched on what has since proved a most successful voyage. In 1881, the printing office, presided over by George F. Neal, was started, and fate decided the printing and publishing business should, in time, amalgamate. The consolidation was effected in 1885, when the Commercial Publishing Company was duly incorporated. The lack of room at its quarters in Montgomery street, necessitated a removal, and the present location, 34 California street, was chosen in 1887, where the Company has since been domiciled. The officers of the Company are Morris Upham Bates, President; George F. Neal, Manager; Victor J. Robertson, Treasurer, and Chas. A. Gunnison, Secretary. The Commercial Publishing Company has fought its way forward to the front rank among printing establishments, having always stood to the rule that no work should be promised that could not be turned out at the time agreed upon. Promptness, good workmanship and moderate charges have combined to place it foremost among offices that handle the commercial work of this city. The business of the Company is now fast outgrowing its quarters, and it is a question of time only when another move will become necessary. This book is but one of the numerous publications regularly sent forth from the presses of the Commercial Publishing Company, while the *Daily Commercial News and Shipping List*, the *Weekly Commercial News and Insurance Record*, the *Trade Review* and the *Official Call List*, all owned, edited and printed by the Company, are journals that need no flattering notices, being the recognized authority in the business which they individually represent.

KAHN BROS., KLEIN & CO. are one of the leading firms engaged in the importation of foreign dry goods, the demand for which, on this coast, is steadily increasing. This firm, which was originally established in 1879, was known by the name of Kahn Bros. & Co.—its founders—until one year ago. It was then incorporated under its present title, and now consists of Jules Kahn, Henry Kahn and Lazare Klein.

The firm is, without exception, the principal importer of certain lines of dry goods on the Pacific Coast. Their specialties are silks, velvets and dress goods of the very finest grades, in the selection of which great care and judgment is exercised. Their

French dress fabrics, to which special attention is given, are imported directed from their Parisian house, which is situated at 20-22 Rue Richer. Scotch, German, Irish and French linens, all of the best known brands, are to be found in their warehouse, and include the most elegant patterns in tablecloths, towels of all kinds and various other articles. Raw flax is also imported to some extent by this firm, and is manufactured here. They also handle all descriptions of cloakings and fancy goods. The trade of Kahn Bros., Klein & Co. is distributed all over the Pacific slope. It is exclusively confined to the supply of the trade by wholesale, and five drummers and twenty hands are regularly employed.

LEO. ZANDER & CO., 116 Sutter street, lately located at 209 Sansome street, is the only firm of its kind on this Coast. Their business consists of the importing and sale of all manner of musical boxes and novelties. Their special line consists of Swiss musical boxes, and a more interesting, beautiful or varied collection of these goods is not to be found in this country.

Musical boxes, properly so-called, were invented about the beginning of the present century, and were exceedingly imperfect and costly. Since that time numberless improvements have been made, notably by members of the Paillard family, the name of which is ever interwoven in the minds of the trade and the general public when considering the manufacture and development of musical boxes. For generations this family has lived at Ste. Croix, Switzerland, at which place it has been engaged in manufacturing and improving these instruments since 1814. Few persons have any idea of the extent and importance of the trade in musical boxes, but a visit to their establishment will convince the most skeptical that automatic musical instruments play an important part in satisfying the musical demands of the public of to-day, and bid fair to continue to do so.

Their salesrooms in New York were established in 1850. The San Francisco branch was opened two years ago, and already the fame of its goods has reached all over the Coast. The beautifully illustrated catalogue issued by the firm is an art souvenir of itself, and no one should ever invest in any of the numerous lines handled by Leo. Zander & Co., without previously consulting it. On visiting their show rooms, the eye is struck with the marvelous assortment of automatic figures used to so much advantage by merchants as attractions for their show windows, and also such are much looked for as fine toys. The ear is charmed with rapturous melody emanating from any one of the numerous fine instruments. They carry in large variety music boxes of all sizes, from the smallest to the largest, and parties will appreciate more the merits of a music box after seeing their stock and the late improvements made on these instruments. The complaint that has been made is that the variety of airs is restricted. This difficulty has now been overcome by the interchangeable cylinder boxes, which may be purchased with one or more cylinders, and thereafter any number of cylinders can be added with tunes selected by the purchaser. This firm makes a specialty of all kinds of self-playing musical instruments, and while they have nearly everything in stock, they have designs and descriptions of anything made in the line, for which they are prepared to take orders. Besides the large variety of automatic novelties, they carry a very large line of musical novelties, such as albums, toilet sets, card, glove and work boxes, decanters, beer and wine glasses, plates, chairs, footstools, musical savings banks, and others too numerous to mention.

The mechanical singing birds are perfect masterpieces, and make a handsome ornament and a charming surprise. The artificial birds sing in wonderful imitation of our feathered friends, and invariably command the pleased interest of the most unromantic and solemn of natures. Mechanical birds are also furnished in round porcelain or square gilt vases, with handsome bouquets of artificial flowers, half concealed in which the little songster sings its merry lay.

They have also minature birds, concealed in snuff-boxes. They are wonders of mechanism, and merit the enthusiastic admiration which they invariably command with those who see this article for the first time. The trade can not find any better house to make their selections of; the merchant should look to this firm for show window attractions, which they not only sell but rent for limited time; the buyer of a birthday, wedding or holiday gift will have the problem solved, "What shall I buy?"

No more charming hour could be spent than in visiting Leo. Zander & Co's. wonderful store, a special feature of which is the repairing department, where all manner of repairs on musical boxes and automatic articles can be carried out, because of the completeness of the facilities the firm has for that class of work.

GOODYEAR RUBBER COMPANY, 577 and 579 Market street, is the largest house on the Pacific Coast devoted exclusively to the manufacturing and sale of all kinds of rubber goods. The San Francisco branch is in charge of Mr. R. H. Pease and Mr. S. M. Runyon, and under their able and energetic management, the demand for Goodyear rubber goods is rapidly increasing. This is, of course, solely due to the uniformly good quality of all the material used in the manufacture of their rubber belting packing hose, tubing boots, macintoshes, air cushions, syringes, rubber water bottles, and the multitude of useful domestic articles that are made of rubber. No other brand in the United States enjoys such a large share of public confidence as the Goodyear brand. Their crack-proof boots are the best known in the country, and are the only make that can be relied on not to crack and leak after being worn for a short time. The same remarks can be applied, with equal truth, to their macintoshes and other rubber coats, etc. Within the last few years, the wearing and use of rubber goods has increased rapidly, and the demand thus created has brought a host of competitors in the field. This being the case, it is of the utmost importance to a country dealer that he orders his stock from a wholesale house, whose reputation is a guarantee of faithful work. The Goodyear Rubber Company has proved itself to be the reliable rubber goods emporium of the Pacific Coast, and deserves the unlimited confidence of all. Their show rooms are stocked with complete and well assorted lines of goods for the wholesale trade, dealers should send for a catalogue and price list before laying in a fresh supply of rubber goods. They are the largest manufacturers and dealers in rubber goods in the world. They have large factories at Bristol, New York, Harlem, Middletown, Lambertville and San Francisco, and branch stores in most of the leading cities of the United States.



Manufacturing.

Lacking cheap fuel and water power, handicapped by high-priced labor, San Francisco has nevertheless become a manufacturing center of great importance, now ranking eighth among the great cities of the United States as a manufacturing town. The latest official report to hand shows the following improvement in the manufacturing interests:

YEAR.	NO. OF FACTORIES.	VALUE OF PRODUCTS.	HANDS EMPLOYED.
1879	1490	\$ 44,143,000	22,163
1884	1151	51,581,500	34,246
1889	1455	103,764,000	36,842

This shows that while the actual number of establishments has decreased, probably by the weeding out of the small and weak concerns, the number of hands employed has



CHILDREN'S PLAY-GROUND IN THE PARK.

materially increased, and the value of products more than doubled. Taking establishments whose products are annually \$1,000,000 or more, will give some idea of the leading manufacturing interests of the city, and while these tables are now somewhat ancient, it may be added that the past year has shown a marked increase in many lines, particularly in shipbuilding; the vessels constructed for the Government, and on private orders, having given an immense impetus to that particular branch, and in many other directions marked increase has been shown. According to the records before referred to, there were twenty-six barrel factories turning out products valued at \$1,250,000; one hundred and sixty-two boot and shoe factories, with a product of \$5,000,000;

seven box factories, with a product of \$1,000,000; twenty-four breweries, that furnished beer to the value of \$3,950,000; carriage and wagon establishments, to the number of forty-eight, and adding \$1,200,000 yearly to the city's wealth. The cigar manufactories numbered two hundred and sixty, and the product was valued at \$6,900,000, while the clothing factories added \$6,000,000. Coffee and spice mills, flour and feed mills added another \$6,000,000, and foundries \$7,000,000; the rolling mills, reported separately, furnishing \$1,000,000 more. Harness, jewelry and shirt factories, sash, door and blind mills, tanneries, tinware factories, scouring mills and woolen mills turned out products valued at from \$1,000,000 to \$5,000,000 each, and the sugar refineries' product was valued at \$11,000,000. Agricultural implements, brass foundries, wire works, canned goods' establishments, chemical works, lead works, broom and trunk factories, type foundries, and many other industries thrive here, showing a wide variety of interests and



A CHINESE ACTOR.

enormous valuation. The U. S. Mint, the principal one in the United States, and the navy yard, until recently the only one on the Coast, are important Government works in the manufacturing line. In 1860 the amount paid in wages in the whole State to employees in manufacturing establishments was but \$5,500,000, and the value of the product \$23,500,000, while in 1890 wages paid had reached \$35,000,000, and the value of the product to \$165,000,000.

While labor is still dear and fuel high, compared with Eastern prices, yet the mild climate makes unnecessary the expensive apparatus for heating factories in winter, and the debilitating hot weather of summer is unknown. A man, therefore, works more steadily and is able to do more work in a given time, than at the same employment in less favored localities, and the expense

of making him comfortable is far less here than elsewhere. While land transportation to remote districts is still high, the waterways of the State, the magnificent harbor and the great Pacific, enable the manufacturer to get raw material cheaply to his works, and ship finished goods to distant parts at a minimum cost.

Although but a portion of the coal used here is obtained on this Coast, the mines are being rapidly developed, the cost of transportation reduced by the employment of steam tonnage and modern methods for handling cargo, and the time is not far distant when the Coast will supply its own needs in this important item of fuel. Meanwhile, cargoes of coal from Europe, South America, the Atlantic States, Japan and Australia are brought here at reasonable figures, ships sometimes taking it at nominal rates in

order to reach here, being remunerated by the paying outward freight on grain, lumber, wine and other products of the State.

The labor question is less vexing now than formerly, as the immigration of the past ten years has increased the number of desirable artisans, and decreased the undesirable element, notably the Chinese coolies.

Better banking facilities, lower rates of interest, and a general adjustment of affairs to the basis of the East, all tend to improve the facilities for profitably conducting manufacturing enterprises.

No better resume of the inception and growth of the manufactures in California has been made than that which will be found in the history of the Pacific Coast. It has long been predicted by political economists that the manufacturing interests of California will eventually surpass both mining and agriculture in volume and value of output. Although this prophecy has not as yet come to pass, its fulfillment, notwithstanding many obstacles, would appear by no means improbable, in view of the ever-increasing supply of cheaper labor and capital, of superior facilities, and of the steady, if slow and in some directions still inadequate, demand for manufactured goods of home production.

The main check here interposed has been in the high cost of labor, weighing alike on the production of raw material and on refining processes, and opening wide the portals for goods from Eastern and European factories. Certain advantages remained with California, by reason of the long distance from these sources of supplies, brought in early days by the circuitous routes over the Isthmus or round Cape Horn, which involved loss of time—then of exceeding value—and high freights, particularly on bulky and dangerous articles, both presenting a wide margin for the application of costlier and inferior local efforts to the vast resources near at hand. An impetus was accordingly given to saw and flour mills, fisheries, and other primary branches of industry.

The sudden expansion of a vast traffic gave rise to wagonmaking and shipbuilding, the latter embracing the putting together and the repair of steamboats, which added important departments to foundries and cognate establishments for the supply of mining implements. The large amount of repairs required was sufficient to give a foothold to a number of enterprises, and so to strengthen their means, capacity and skill as to permit the acceptance of large special orders, and in time to prepare stock for the trade.

To the obstacle of high wages came that of novel features and conditions, both of which the self-reliant American undertook to overcome with characteristic energy and originality. Thus, in mining, a number of methods were evolved of such importance and scope as to revolutionize the industry and extend operations to unparalleled magnitude, notably in placers and deep mines. Instance the development of the sluice from the tom, rocker and pan, and of the hydraulic pipe, which enabled one man to perform the labor of hundreds, and undertake tasks that once appeared impossible, thus opening to enterprise new fields and hitherto neglected regions. A demand rose, in consequence, for peculiar implements and machinery, suggested by obstacles and requirements as they occurred. This served to retain for California their manufacture, and to attract foreign orders for apparatus alone invented and understood here.

Thus it is that the foundry business of San Francisco acquired a vast importance, notwithstanding the high cost of labor, and the necessity of importing the raw material. The dry climate and special wants called for ditches, aqueducts and windmills, which gave wider opportunities for mills and shops, and led to such inventions as the inverted

syphon and peculiar frames. Deep mines demanded novel and strong machinery for sinking, and hydraulic pumps, air compressors and hoisting gear to overcome heat, water and distance. Different kinds of ore, crumbling, rebellious, or mixed with tenacious substances, had to be treated on different plans, and crushers and amalgamators multiplied. New explosives were introduced for blasting, and extended here to submarine operations. A high-pressure accumulator facilitated the use of hydraulic power. Rolling-mills found their origin in the accumulation of old rails, which could not profitably be exported. The lead brought to light in the search for precious metals gave an opening for shot towers and lead works. The difficulty of mountain transport and the irregular topography of San Francisco, suggested wire-rope ways and cable roads, which overcame the difficulties presented by hills and ravines.

The V-flume did a similar service for lumbering, by giving easy and cheap access to mountain timber scores of miles distant from available points, and hitherto valueless. The loading chute remedied the lack of good shipping places; the adjustable saw tooth proved of great importance for saw mills, and the triple circular saw, the logging, gang-slicing machines, the guides and levers, were designed in particular for manipulating the enormous and valuable redwood and other trees of the State, all assisting to raise the lumber industry within its different limits to an extraordinary magnitude and excellence, the fountain head for a number of others.

In agriculture, the straw-burning machine, the combined harvester, the multiple gang-plows and a number of other improvements, have tended to reduce the cost of field work fully 50 per cent., and to make California conspicuous for vast and cheap operations. Her superior wheat encouraged the grinding of flour to the extent of more than a dozen million dollars, largely for export. The fine malt and hops, and the difficulty of introducing beer by sea in good condition, favored breweries, whose production in 1888 exceeded \$4,000,000. Fine and abundant fruit, vegetables and salmon led to the establishment of numerous canneries, which sustained several vinegar factories, and consumed a large proportion of the \$7,000,000 worth and more of sugar from the local refineries. Proximity to the Hawaiian Islands for raw sugar was a fostering factor. The excellence of the chestnut-oak bark raised tannery products to \$3,500,000, and brought a foreign demand, which extended to saddlery, shoes, gloves and belting, with a total outturn of more than \$6,000,000. The abundance of tallow and other substances account for soap factories. A fine quality of wool and a substantial web sustained the mills against many adverse influences. Simplicity of fabrication and nearness of sources for raw material built up jute and bag factories, while paper mills found an abundance of good straw and rags. The discovery of antimony brought type foundries to the front. The risk and cost of transporting crockery and glassware gave an opening for potteries and glassworks. The possession of quartz promoted a special branch of jewelry. The lead joint for water pipes, the pneumatic clock and the photography of animals in motion are also among California's inventions. A number of other devices might be named which have contributed to her fame and to the increasing development of her resources.



HARVEY HEATING COMPANY, 30 New Montgomery street, are the largest manufacturers of heating apparatus, and first introduced the Hot Water System on the Pacific Coast. The business was established in 1877 by Mr. Chas. D. Harvey who is still the sole proprietor. Probably there is no one in California who has made such a successful study of the principles of heating and ventilation of all kinds of buildings and houses as Mr. Harvey. He came to the conclusion years ago that nothing was more conducive to the health of our households than pure air, or to the comfort of our homes than a mild and uniform temperature.

In planning the home, these important features are often sacrificed for showy and more expensive exteriors, curtailing the comforts to please our vanity. To be able to regulate the heat of a building and at the same time to insure a constant supply of pure and unvitiated air is a great desideratum. To accomplish this, one of three systems are ordinarily employed, namely: the Hot-Air Furnace, Steam, and Hot Water. Testimony on all sides have universally condemned the hot-air furnace. That there are strong objections to the use of the hot-air furnace cannot be denied. The steam or hot-water apparatus overcomes these objectionable features, and gives conditions conducive to health, comfort and safety. Though the first cost is greater than hot air, yet, in considering its durability, safety, economy and healthfulness, it is vastly cheaper. While steam is desirable for public buildings, the hot-water is preferable for private residences, being simple in its construction, economical in fuel, and easily managed.

Harvey's hot-water system has been more extensively used and with better satisfaction on this coast during the past thirteen years than any other system. Its popularity and superior merit is acknowledged not only by his patrons but also by his *Hot-Air competitors*, who, after opposing it for years, having secured some of his old patterns which had been discarded for later and improved appliances, are now advertising the Hot Water System.

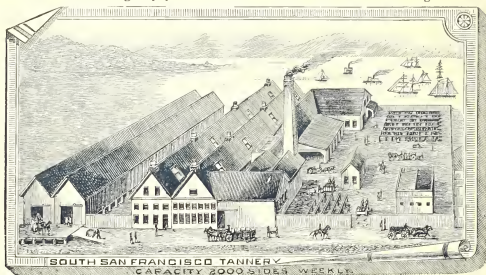
The highest testimony that can be found in favor of Harvey's heating apparatus is in the fact that two pages of a large catalogue only contain the names of the best known and most important public buildings in which his plant is in use, and in every instance gives unqualified satisfaction. Among such a long list of influential names it would be invidious to make any distinction. The company make a specialty of the warming of private residences, public buildings, offices, banks, conservatories and greenhouses by both water and steam. The large staff of men constantly employed at their factory enables them to execute all orders entrusted to their care with the utmost dispatch.

AMERICAN TOOL WORKS, 109 Mission street, are prepared to undertake all kinds of general blacksmithing and steel forging. The well known firm was originally founded by Mr. Jerry E. Day in 1880, and in 1885, Mr. J. Pracy was admitted to partnership. Six years later the founder retired from business and a new partnership was formed by Joseph Pracy, Arthur L. Wilson and Joseph Eastwood, under the name of the American Tool Works. Mr. Pracy died July, 1891. Messrs. Wilson and Eastwood purchased his interest and are now the sole proprietors.

Since the inception of the new partnership, the volume of trade has increased at a rapid rate. The firm have recently performed some very large contracts of steel forgings for San Francisco and Oakland companies. The firm are preparing to undertake every description of general blacksmithing and steel forging, and are also large manufacturers of artesian well-boring machinery and crank axles and shafts. Their unequalled facilities for the rapid and faithful filling of orders and their staff of skilled fore-

men and competent workmen have raised them to the very front rank in their special lines of business, and their share of public patronage and confidence is steadily increasing. They are prepared to submit estimates for all descriptions of work and in every case they guarantee perfect satisfaction.

A. B. PATRICK & COMPANY, is the name of a large corporation which conducts the South San Francisco Tannery, a large leather dressing establishment located on Sixth, I and K streets, that has a capacity of 2,000 hides per week and employs about eighty hands. Originally, that is to say some twenty years ago, this business was established by the firm of A. B. Patrick & Co., and this year the proprietors incorporated with a capital of \$400,000. Mr. A. B. Patrick, the senior member of the firm, is the President of the Company and Mr. C. S. Frost is its Secretary. The office and salesrooms of the Company are at No. 324 Battery street, and its business ranges all over the Pacific Coast, extending to Japan and the Hawaiian Islands. It has also got a valuable



commercial connection with all the large Eastern cities. It turns over an annual business, which aggregates more than \$500,000.

The Tannery Works of A. B. Patrick & Co. are as perfectly equipped as any establishment of the kind in the world, and those who have charge of them make it their business to see that nothing but the best material and the best methods are employed within its walls. The natural result is that they turn out an article of leather which enjoys a high reputation among leather workers, for durability, appearance and availability for "working up" without waste. They have been particularly successful in the production of sole leather, harness material, and other heavy goods.

The extent of this tannery may be judged not only from the fact that its annual output is over \$500,000, but also from the further fact that its buildings cover an entire block of six hundred by two hundred feet.

THE PELTON WATER WHEEL COMPANY, of San Francisco and New York, is a corporation which was organized in 1888 for the the purpose of manufacturing, introducing and selling the Pelton Water Wheels and Motors. The Pelton wheel was first introduced on this coast by L. A. Pelton, the inventor and patentee, in 1880, and for the purpose of more effectively handling it, the present company was formed with Mr. A. P. Brayton, as President, Mr. A. P. Brayton Jr., as Vice-President and manager,

and Mr. J. V. Kunze, as Secretary and Treasurer. The company has already placed some two thousand five hundred of their wheels and motors in various localities, not only on this coast but throughout the United States, Mexico, Central and South America, China, Japan, Australia, India, South Africa, and even in Europe, where the merit and superiority of this wheel is at last beginning to obtain the recognition it is entitled to. A notable proof of this, is the fact that eight Pelton wheels have recently been installed at Tivoli, near Rome, Italy, the power developed by the wheels being used for supplying a portion of the city with electric lights. The high efficiency, simplicity of construction, durability, facility of adaption to varying conditions, and great economy in the use of water, of the Pelton wheel, it may be here stated are the foundations of its high reputation. This together with the great care that has always been exercised by the company in their manufacture, and their willingness to give absolute guarantee as to the performance of any wheel recommended by them, under conditions at all favorable, afford absolute assurance to a purchaser that he is getting a machine that he can rely upon at all times, and that is not likely to fail him, perhaps when most wanted. The Eastern and foreign business of the company has increased to such an extent within the last year or two, that they have been obliged, in order to meet the increasing demand with any degree of promptness, as also in order to avoid payment of the excessive overland freights, to establish a manufactory in New York City, with offices located at No. 143 Liberty street, from whence all Eastern demands can be promptly supplied. The home office of the company is still located at Nos. 121 and 123 Main street, San Francisco, and all inquiries will be met with prompt attention, and information and estimates relating to development of water-powers, furnished upon receipt of the proper data.

SELBY SMELTING & LEAD COMPANY, 416 Montgomery street, is the largest establishment of its kind on this Coast. It was founded in 1864, and grew to such immense proportions, that in 1875 it was incorporated under the above title, with a capital stock of \$600,000. Mr. A. J. Ralston is President; Mr. H. B. Underhill, Jr., Secretary, and Alfred Ropp, Superintendent. The names of these three gentlemen is more than a sufficient guarantee of the reliability and efficiency of the Company. They are manufacturers of lead pipe, sheet lead, shot, bar lead, pig lead, solder, anti-friction metal, lead sash weights, lead traps, block tin pipe, blue stone, and also "Standard" machine loaded shot-gun cartridges. The Company are also assayers and refiners of gold and silver, and buyers of lead, bullion and ores, carrying gold, silver or lead. They have on hand fine gold and silver for sale in small or large quantities, and also proof gold and silver for assaying purposes.

The smelting and refining works of this Company were originally located at North Beach, in this city, and were from time to time enlarged to meet the growing demands of the mines; but at length necessity compelled the Company to seek larger quarters, and a forty-acre tract was purchased at Vallejo Junction, on San Pablo Bay, about twenty-four miles from San Francisco, upon which to erect their new and improved establishment. The works were started in 1885, since when they have been considerably enlarged and improved with two wharves, one 60x400, and another 80x400. The entire works, which are now complete and in full operation, cover an area of about six acres.

The facilities afforded by the new works enable the Company to offer many advantages, which hitherto were impossible in their former location. Ore is purchased in

small or large quantities, and miners can have it worked at extremely moderate charges. These works offer desirable facilities for treatment of high-grade rebellious gold ores, which cannot be successfully treated by milling. The charges for refining gold and silver are the same as those at the United States Mint. Returns will be made on gold bullion in twenty-four hours.

Their revised catalogue for 1891 of their "Standard" shotgun cartridges should be in the hands of every sportsman on the Coast. They use none but the most improved shells and wads, and the various specialties carried by the Selby Smelting & Lead Co., are uniformly superior to those of any other make in the market.

In all assaying and refining operations their reliability is unimpeachable, and miners and prospectors cannot possibly do better than intrust them with their interests.

GEO. H. FULLER DESK COMPANY, 638 and 640 Mission street, was incorporated in 1891, with a capital stock of \$50,000. The business was established twelve years ago by Mr. G. H. Fuller and was prosperous from the start, owing entirely to that gentleman's fair and honorable methods of dealing with his patrons. He is still the Manager and President of the Company; Mr. John Best is Treasurer, and Mr. S. W. Fuller is Secretary.

The Company manufacture every description of church, lodge and office furniture, including the Madison desk, the Wooton rotary desk, curtain desks, cashiers' desks, press stands, tables, bookcases, ladies' parlor desks, cabinets, secretaries, screw and spring chairs, stools, blackboards, altars, pulpits, pews and communion tables. All of these goods are of the strongest manufacture and are guaranteed in every respect. Everything is made under the immediate supervision of the manager, who is one of the most experienced furniture men on the Coast, and it is due to this that the public confidence in the firm has always remained unshaken.

The Company issue a very complete and fully illustrated catalogue, containing all their latest designs. Every furniture dealer and every one who is about to purchase any goods in their line should inspect this catalogue, as they will find the very lowest prices consistent with good material and skilled workmanship. All orders from the interior and all over the Coast receive special attention, and patrons can rely on them being faithfully and promptly executed.

WILLIAM CLUFF & COMPANY. The Cluffs have for years past been, so to speak, Napoleons of the grocery trade in San Francisco, and the firm of William Cluff and Company shows no disposition to go back on the family traditions.

Messrs. William Cluff & Company are located at Nos. 16, 18, 20 and 22 Front street (corner of Pine street) where they occupy very commodious business premises and carry one of the largest and most complete assortments of groceries and provisions ever seen in San Francisco. They are importers and wholesale dealers and jobbers, and in addition to a thorough understanding of the various markets, enjoy the best commercial connections and facilities, are backed by ample capital, and possess an almost unlimited credit. These conditions necessarily lead to the firm being able to purchase on the most reasonable terms and to sell at the lowest prices.

Messrs. William Cluff & Company import teas in large quantities direct from China and Japan and are in a position to secure the very best of each season's crop, and to sell a pure, richly flavored article at the same price which has to be paid for common goods at other places. They also have spices, coffees, cereal foods, etc., specially

prepared for them and packed under their own trade-mark brands. They are special agents for the celebrated "Berkshire Hams," "Epicure Hams," "Gilt Edge Oysters," "Uncle Abe's Rolled Oats," "Gilt Edge Baking Powder," and "Berkshire Lard."

Messrs. William Cluff & Company employ fifteen hands and turn over a large and profitable business.

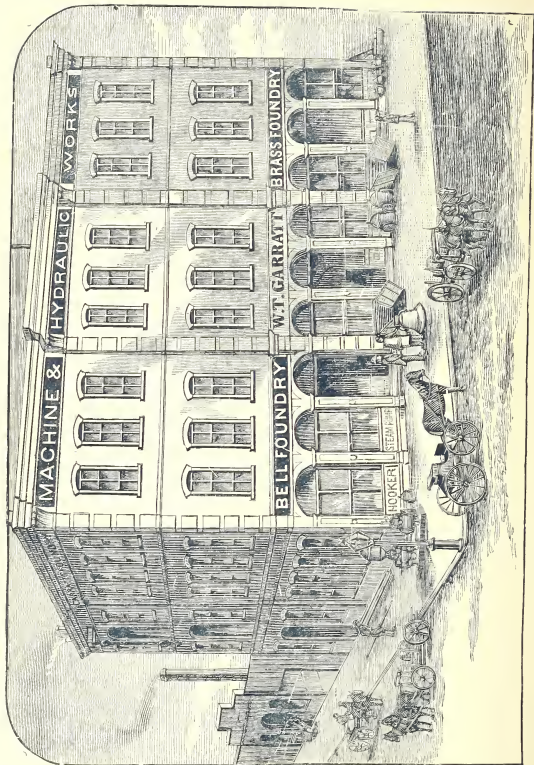
WILLIAM LEWIS & COMPANY is the title of an incorporated company which is engaged in the business of manufacturing cigars. This firm was established in 1876, and was incorporated in 1888, with a capital stock of \$150,000. Mr. William Lewis is the President of the concern in its incorporated form.

William Lewis & Co. import their own raw material, Mr. Lewis making annual visits to Europe and Havana, and are, therefore, in a position to obtain the very pick of the season's crop at the most reasonable rates. This fact, in conjunction with the employment of careful, skillful cigarmakers, enables them to turn out goods of the highest grade, which are everywhere received with the greatest favor. This firm finds a market for its cigars—which are regarded as being superior to two-thirds of the imported goods—all over the United States, though, of course, its principal field is on this Coast. It is the manufacturer of the celebrated Rough Diamond, Porto de Oro, Winner and Catch On brands of cigars.

William Lewis & Company's factory has a capacity of about one million of cigars a month, for which a ready sale is found. The firm, however, differing from others in the business, handle nothing but goods of its own manufacture, and is prepared to vouch for the quality of every cigar it puts on the market. Its factory, salesrooms and office are at Nos. 24, 26, 28, 30 and 32 California street. They boast of the largest direct orders by correspondence of any house on the Pacific Coast, which boast is established by letters on file.

W. F. BUSWELL, millwright, engineer and pattern maker, is located at 108 Main street. Mr. Buswell also contracts for and superintends the construction of flour, quartz and saw mills and makes drawings and specifications to order. He is also a manufacturer of hydraulic, steam and passenger elevators, and hand, store and sidewalk hoists. Mr. Buswell makes a specialty of superintending the construction of quartz and saw mills. Mr. Buswell has had a long and varied experience in the different branches of his business and understands all kinds of engineering and machinery perfectly. He has ten hands employed at the establishment. Mr. W. F. Buswell has been engaged in his present business for the past twenty-seven years and is well and favorably known.

JOHN TAYLOR & CO., 412 and 414 Mission and 61 and 63 First street, imports and deals in assayer's materials, mine and mill supplies, chemical glassware and chemicals, also school and philosophical apparatus. This house has for many years supplied the leading mines in California and adjoining States and Territories. All the leading chemicals, borax, cyanide of potassium, bluestone, blue-ash bicarb soda, pure lead and litharge, acids, sulphur hyposulphite soda, etc., are supplied in quantities at the lowest market rates. They are Pacific coast agents for the Battersea assay crucibles, muffles, etc., which are manufactured in London. The firm employs twelve hands. Their trade covers the entire Pacific coast. The business was established in 1852 by Mr. John Taylor who is an old California pioneer. It is the oldest and best known firm of its class on the coast. Mr. John Taylor is associated with Mr. H. R. Taylor. Both gentlemen are sterling business men and representative citizens of the city of San Francisco.



W. T. GARRATT & Co. are the proprietors of an immense brass and bell foundry and machine and hydraulic works. They manufacture and deal in engineers' findings, water, gas and steam pipe and fittings, the Hooker steam hand and power pumps, centrifugal combined pumps and boiler wine pumps, mining pumps, steam and hydraulic gauges, steam whistles, bells and gongs, logging jacks, water and gas gates, fire hydrants, brass work for steam, water and gas, hydraulic rams, air compressors, etc. One of their specialties is the Hooker pump which is noted for its simplicity, compactness and economy in steam. The company's machine shops and foundry are situated on the corner of Fifth and Brannan streets; their brass works are located on the corner of Fremont and Natoma streets. The various works of the company afford employment to over two hundred hands. The works are very extensive and are fitted up with all the latest improvements and facilities. Taken altogether the line of pumps and machinery manufactured at these works is as fine and as varied as any in the country. The bells are made of the best bell metal and equal in tone to any made in the world. The business was incorporated in 1885 with a capital stock of \$500,000. Mr. A. L. Taylor is the president of the company, Mr. B. F. Garratt is vice-president and H. D. Morton is its secretary. The general office and salesrooms are on the corner of Fremont and Natoma streets.

H. M. BLACK & CO., 590 and 592 Mission street, corner Second, can justly claim to be the pioneer carriage makers on this coast. For more than thirty-three years this firm has been in existence, and is probably better known than any other house of its kind in San Francisco. Few men have had a more honorable public career than Mr. Black, or been truer to their principles. His career, both in political and commercial life, extends through the most interesting portion of the city's history. He was one of the Managing Directors of the Industrial School, years ago, when it was supported by public charity. He has also served two terms on the Board of Education, was a member of the California Legislature, 44th District, and is one of the best known and most respected men in the State.

But Mr. Black has been quite as energetic and successful in business as in politics, and has built a large carriage and wagon trade, which has extended all over the coast. His coupelettes, "Concord" buggies, "Berlin" landaulette, spring-wagons, buggy-phactons and thorough-braces are known for their strength and neatness all over California and adjoining States. Orders for all kinds of wagons for city and country use are received daily by this firm, and are invariably filled with all possible dispatch, although the nature of the orders sometimes necessitate a few days' delay, on account of alterations or the peculiar difficulties attending shipment, etc.

THE SAFETY NITRO-POWDER COMPANY is the name of a corporation which was formed in this city in 1883, with a capital of \$500,000, for the purpose of manufacturing high explosives of the nitro-glycerine brand. These blasting powders are made of seven different grades, combining within themselves all those improvements which are the result of years of study and observation on the part of able chemists and talented engineers. These powders are admitted to be marvels of chemical perfection, so modified and varied in their method of action as to be adapted to all varieties of practical work, and which, with all their enormous power, are so completely under the user's control that they can be handled freely, in any class of work, with perfect safety.

The Safety Nitro-Powders are made in any size of cartridge that the consumer may

wish. They are very popular among miners, railroad builders, etc., and are extensively used all over the Pacific Coast, from Alaska to Mexico. They are strong, carefully manufactured, reliable, comparatively free from noxious fumes and smokes, and do not leak or decompose in any climate.

The company's office is at No. 430 California street, and its works at Sobrante, Contra Costa County.

THE CALIFORNIA BARREL COMPANY are the principal manufacturers of all kinds of sugar, syrup, flour and lime barrels, half-barrels and kegs, west of the Rockies. An idea of the extent of their business is gained when it is estimated the turnout monthly is over 100,000 packages, and employ from 100 to 125 men and boys throughout the year. Their works and warehouses are very extensive and are situated in the Potrero at South San Francisco. The main office is at No. 327 Market street.

Mr. John L. Koster is the President; Fred J. Koster, the Vice-President, and John A. Koster, the Secretary. Mr. John L. Koster, the President, also fills the same office in the Pacific Wooden Ware & Cooperage Co., Pacific Vinegar & Pickle Works, besides being prominently connected with the Western Beet Sugar and the Pajaro Valley Rail Road Company. Mr. Fred J. and John A. Koster are no less prominent and are well known to military and social circles.

THE GOLDEN GATE MACHINE WORKS, Nos. 211 and 213 Main street, have been established since 1887, and are conducted by Adam Schilling & Sons.

A good reason for believing that the gas engine has an extensive and useful future before it, is the fact that so many of our best inventors all over the country have been working for several years to simplify and perfect a mechanism that would practically and safely utilize the power contained in explosive gasses. Efforts in this direction have been rewarded with a large degree of success in quite a number of instances; but it has remained for the inventors and manufacturers of the Golden Gate engine to achieve a perfection and simplicity in this field, which as yet has no rival. While there are many points to consider in the construction of a reliable engine of this class, three of the most essential features are, perfect regulation of the ingress of the explosive charge of gas, a certainty of action in the electric sparking device, and a free and regular movement of the exhaust valve.

With this engine, so sure as the fly wheel turns, just so sure will each of these important parts respond at the exact instant to insure the utmost resultant power from the explosive force within the cylinder. The mechanism is so thoroughly automatic that a clumsy or inexperienced operator can not interfere with its perfect action if he would. The explosive charge consists of a mixture of air and gas in certain known proportions; one turn of the fly wheel by hand, and the consequent suction of the piston, draw these through certain open pipes to the cylinder, but at that point they both meet with the automatic valve, which perfectly proportions the two as they enter; the compression then takes place, the spark and explosion follow, the exhaust opens, and so on for days at a time without attention. The action is absolutely positive, and controlled by the fly wheel and regulator on precisely the same principle that is applied to the steam engine.

It is enough to say, that the man who can turn a grindstone or open and shut the hot and cold water faucets in a bathroom, is capable of running this engine successfully. It is so simply and durably constructed that it is not likely to get out of order, and

should the electrodes require wiping off at any time, they can be removed for the purpose and replaced in three minutes, with very slight trouble. The inventors and manufacturers, Messrs. Hirsch & Shilling, are practical and skillful machinists, with many years' experience. They are building the engines at their shops, Nos. 211 and 213 Main street in this city, in sizes from one horse power, up. They have ample facilities for filling orders with dispatch, and will send further particulars upon request.

G. R. BRUCHMANN, 550 Mission street, is the name of a house that does a larger practical coppersmith-business than any other house in the same trade on this Coast. Although only established two years, Mr. Bruchmann has proved that it is not time but workmanship that determines the prestige of a firm, and he has, consequently, built up on the Pacific Coast a flourishing trade and first-class reputation that are the envy of many older houses. This firm undertakes all kinds of copper, brass and sheet-iron work for brewers, distillers, vinegar and soda water manufacturers, and also for hotels and restaurants. The excellent quality of all work entrusted to Mr. Bruchmann is known all over the State. The particular line of goods of which the house makes a specialty is the celebrated patented continuous still. These stills are all very substantially built and tinned throughout with pure block tin; they are arranged in sections, so as to get at each and every place without the least difficulty; they are easy to operate and do not necessitate much practice. No better proof of this is needed than the fact that Bruchmann's stills are at present in operation at Eisen's Vineyard, Fresno; Egger's Vineyard, Fresno; Fresno Vineyard, Fresno; Co-operative Distilling Co., Napa county; Hill & Marshall, Laguna station, Sonoma county; F. Korbel & Bros., Korbel station, Sonoma county; George Lang, Calistoga, Napa county, and in numerous Eastern establishments, all of which have given entire satisfaction.

Mr. Bruchmann's long-standing and practical experience in the coppersmithing business, East as well as in California, are sufficient guarantee that all orders entrusted to his care will receive careful and workmanlike attention, and will be satisfactory in every detail. He is prepared to manufacture all kinds of copper work for distillers and wine-makers, such as stills, wine filters, sherry coils, etc. Parties making sweet or port wines should not be without one of his continuous stills, as it produces the finest spirits as well as brandies.

THE ELECTRICAL ENGINEERING CO., 21 and 23 Spear street, is manufacturing dynamos and electric motors for the transmission and distribution of power. It is also a manufacturer of and contractor for the installation of all kinds of electric apparatus. The electric motors can be put to various uses and all purposes for which power is used. For cheapness, reliability, simplicity and efficiency, etc., they are remarkable and superior to anything in use for the purposes designed. Their excellencies are too numerous to mention, and power can be transmitted by them wherever water is available up to ten or twenty miles, and even more. A large number of these motors are running in San Francisco and other cities by electricity furnished from central stations. The Company has installed large plants in various parts of California, Oregon and Washington for operating mines, mills and for manufacturing and commercial uses.

This Company was established in 1890, has a capital stock of \$1,000,000, and employs fifty hands. E. J. McCutchen is the President, and Mr. C. B. Sessions is the Secretary of the Company. He fills that office with much credit to himself, and is an excellent business man and representative citizen of our community. N. S. Keith is the electrical engineer, and it is under his inventions and patents that the Company makes its dynamos and motors.

THE VULCAN POWDER COMPANY has been in existence for the past fifteen years. It is a strong organization, and is backed with a capital of \$500,000. Mr. Julius Jacobs is its President; Mr. Thomas Brown its Vice President, and Mr. W. Jay Smith its Secretary.

The Vulcan powders have now a well defined position and stand, in the estimation of mining men, railroad builders, quarrymen and others who use explosives for blasting purposes, at the top of the market. Their strength and economy are features which attract general attention and praise. It is said that the Vulcan powders are true explosives, inasmuch as they contain no inert matter; every particle of them exerts force, and not an iota of their power is lost. Besides, these powders are uniform and reliable in quality, and phenomenally safe in transit, storage and manipulation. This is the result of the careful, scientific and systematic way in which they are manufactured. Another quality which commends the Vulcan powders to the consumer, is the fact that they are freer from objectionable fumes than any other nitro-glycerine compound known. Last, but not least, the Vulcan powders are the cheapest of their quality in the market.

The Vulcan powders are of four grades or brands: the Vulcan, No. 1; the Vulcan, No. 2; the Vulcan, No. 3, and the Vulcan, BB. These brands are adapted to meet the requirements of all kinds of explosive work.

The Vulcan Powder Works are situate at San Pablo and Stege in Contra Costa county. They are thoroughly equipped, and cover between fifty and one hundred acres of ground. The Company's patronage comes from all parts of the Pacific Coast, Mexico, South and Central America, the Hawaiian Islands and the Australian colonies. Its office is at No. 218 California street.

THE SIMONDS' SAW COMPANY is a San Francisco corporation which was organized last year for the principal purpose of representing the Simonds' Manufacturing Company of Fitchburg, Mass. It also, however, handles a variety of other supplies connected with and employed in the milling, wood-working, and similar pursuits. The principal members of the local company are Daniel Simonds, T. F. Howarth, John Simonds, H. A. Sargent, and A. B. Simonds, and its place of business is at 31 Main street, San Francisco, there is also a branch office at 75 Front street, Portland, Oregon. In addition to the products of the Massachusetts manufacturing company which it represents, and which embraces many conceivable descriptions of mill saws. The Simonds' Saw Company is agent for the Dodge Independence Wood Split Pulleys and the Detroit Emery Wheels. It also handles the famous Hurd Respirator, mandrels, timber jacks, files, emery grinders, emery wheels and wheel dressers, saw makers, hammers and anvils, speed indicators, standard gauges, tape lines, etc.

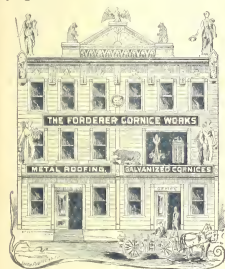
The Simonds Manufacturing Works of Fitchburg, Mass., were, it may be remarked, originally established in 1832, by Abel Simonds, as a scythe factory. Since then they have developed into one of the largest saw knife manufactories in the United States. The goods turned out of these works have taken gold medals at the Centennial Exhibition at Philadelphia, the Atlantic Exposition of 1881, the New Orleans Worlds' Fair of 1885, the Boston Fair, of 1887, and the San Francisco Fair of 1889.

They are now recognized everywhere as being the very best goods of the kind on the market and are highly appreciated throughout the great and growing mill and lumbering industries of the entire Pacific coast.

The Simonds Saw Company is at present capitalized to the amount of \$25,000 and appears to have a most promising business before it. The local company engages in the repairs of the goods which it vends, etc.

THE FORDERER CORNICE WORKS, 224 and 226 Mission street, manufacture architectural sheet metal cornices, copper and zinc ornaments, and are sole manufacturers of Forderer's patent ventilated sky-lights. They also do slate, metal and tile roofing in all its branches, and cast white-metal statuary and ornaments.

There was a time when the works of art were seen only in the palaces of kings or in the abodes of those blessed with princely riches, but in the present age—thanks to the progressive strides of science and invention—these landmarks of beauty are no longer



limited to those of plethoric purses and vast estates—as a cursory examination of San Francisco or any newly built city will show. A visit to the Union Club Building, the St. Ann's, O'Connor and Blight Blocks, the Stock Exchange, Huntington, Hopkins & Co's Building, the Safe Deposit Building, the Lachman Block, the Academy of Sciences, the Pioneer Hall, the "Chronicle" tower, which is constructed of sheet copper, and other San Francisco buildings, or the Lick Observatory buildings at Mount Hamilton, the Napa Insane Asylum, the Deaf and Dumb Asylum at Oakland, Eureka Court House (of galvanized iron) which are all imposing structures—will show the appropriate designs in cornices which have

from time to time been executed by the Forderer Cornice Works to conform with the demands of an art-loving and fastidious public, and which are in every sense works of beauty and perfection.

Mr. Forderer was awarded a handsome gold medal on his exhibition of ornamental galvanized iron and metal, and a diploma for his sky-lights at the last Sacramento State Fair, and also a silver medal at the Oregon State Fair at Portland for his display of ornamental iron and metal. The house has a large trade with the Pacific Coast, which amounts to \$150,000 annually. There is undoubtedly a secret in the wide-spread and popular demand for the products of this factory, and it lies in their originality and boldness of design, uniqueness and artistic merit. There are from thirty to forty hands employed in the establishment, which occupies a building three stories high. The business was started in 1873 by J. F. Forderer, and incorporated under the name of "Forderer Cornice Works" in 1891, with a capital stock of \$50,000. Mr. J. F. Forderer is President and Manager, Mr. B. Zehnder, Vice-President, Mr. W. Heidt, Secretary, Mr. Frederick Hohneck, Superintendent of outside work, and Mr. William Hiller, shop Superintendent, of this very important and growing institution.

THE GOLDEN GATE WOOLEN MANUFACTURING COMPANY'S headquarters are at 535 Market street. This company manufactures blankets, cassimeres, tweeds and flannels and has a reputation all over the world for the extra fine quality of their goods, particularly the blankets, which, whenever exhibited at fairs or exhibitions here, or in the East have in each and every instance carried off the first prize. The mill is located in the block bounded by Bryant Avenue and Nineteenth, Twentieth and Hampshire streets, besides occupying part of the adjacent block. It is a two story brick building 106x400 in depth, well and substantially built, and a perfect structure for the purpose intended.

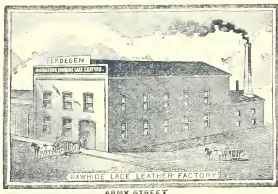
It contains eight sets of cards, thirty-four looms, steaming, dye and pickers houses, etc. It employs on an average 300 hands all the year around. The company's goods are known and sold all over America. The woolen mills were built and were established by the late Donald MacLeman in 1880. In 1881 the business was incorporated with a capital stock of \$400,000, by the following named gentlemen: Senator Leland Stanford, Wm. Harney, A. Bowl, A. Lathrop, N. T. Smith, W. E. Brown, Timothy Hopkins, Adam Grant, John Lee, Thos. Jennings and Robert Watt. The officers of the company are as follows:—Mr. Ariel Lathrop, President; Wm. Harney, Manager; and Secretary; A. L. Pringle, Superintendent and Wm. MacCann, Chief Salesman. They are a bright, energetic body of men as one could find in a day's journey.

SAN FRANCISCO AND PACIFIC GLASS WORKS. In 1863 Mr. Carlton Newman established the San Francisco and Pacific Glass Works, and made the enterprise a success. To-day it is being conducted by an incorporated company with a capital stock of \$1,000,000, and the following officers: S. J. Newman, President; James H. Davis, Vice-President; and George Palmer, Secretary and Treasurer. The works are devoted principally to the manufacture of green and amber glassware and pay more especial attention to the production of fruit jars, demijohns, Newman's patent box demijohns, and druggists and liquor dealers glassware. Their melting furnace contains eight pots which have a capacity of three thousand pounds of glass, each, and they have twenty-four ovens for annealing the glassware manufactured. Measured by a bottle standard the works have a capacity of twenty-four thousand bottles per day, employ about one hundred and seventy-five hands, and do an annual business of somewhere in the neighborhood of \$300,000. They are situated on the corner of Seventh and Townsend streets and are the only glass works this side of St. Louis.

The output of the San Francisco and Pacific Glass Works ranks well by comparison with the product of other establishments of a similar character and the enterprise is one which the community may be proud of.

These works pay particular attention to the manufacture of goods from private moulds.

L. P. DEGEN, 128 and 130 First street. In this age of invention and improvement in labor saving machinery, no industry has made greater progress than that of the manufacture of leather belting and rawhide lace leather, as is shown by the following sketch of the largest and best equipped leather belting factory on the Pacific Coast.



the following sketch of the largest and best equipped leather belting factory on the Pacific Coast.

L. P. Degen, of 128 and 130 First street, San Francisco, Cal., was established in 1876, and from the commencement has been progressive and always adopted the latest and most improved machinery. We shall lead our readers through his First street factory,

and explain as far as possible, the processes through which the leather passes in the manufacture of belting.

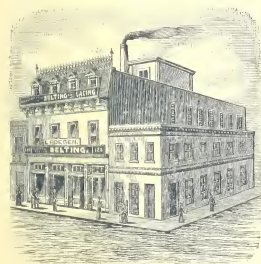
The power in this factory is supplied by a thirty-horse power engine, built by the largest iron works in this city; the steam boiler was also made here, it being Mr. Degen's motto that "home industries should be patronized." Therefore he has pur-

chased here everything for his factory that could be manufactured here. The factory is lighted throughout by one of the latest improved dynamos. Most of the hides used in this house is the product of Benicia and Santa Cruz; both of these towns are noted for their excellent tannage of leather. When the pure oak-tanned hides are received from the tanneries, they are very carefully selected and trimmed, only the center portion of the hides being used for belting.

The trimmed leather is first placed in a vat of water, and, when thoroughly soaked, is taken out and cut into strips of various sizes, according to the thickness of the leather. Then the pieces are thrown into a wash wheel to be softened. The leather is thoroughly scoured by machines, which process removes whatever dirt there is yet left in the leather after tanning, after which every particle of flesh is shaved off by the shavers. The leather is then taken to the top drying-rooms, where by an ingenious system of pipes, the exhaust steam from the boiler is utilized in partially drying the leather; it is then taken down to receive a stuffing composed of oil and tallow, which makes the leather pliable and tough.

After the stuffing has penetrated the leather, the grain is set out and smoothed by a

machine, and from there taken to the stretching machines and thoroughly stretched. Then it is finished and set out by a glazing machine, which gives the leather a fine polish and makes it firm and solid. All the leather is now hung up to dry, and when thoroughly dried it is ready to be cut into belting. The leather now goes to the cutter, who selects and cuts it into various widths, according to the quality and thickness of the belts required. It is then sent to the belt-making department, where the leather is carefully selected and properly matched to make an even belt; every piece is marked and laps split on each



end by lapping machines. The lapped pieces are then squared at the joints and very thin feathered edges put on the ends of each piece to be jointed and cemented together. The pieces are now ready for the presses, where extraordinary care must be taken to have every joint properly and firmly cemented together.

After the belts are cemented, they are riveted. This house has in use several methods of riveting, but the one mostly used and which is giving excellent satisfaction, is that manufactured by the Corrugated Rivet Company, (another home industry). This rivet is driven into the belting by a steam-power machine, and clinched in such a way that it is impossible for it to work loose like the old style copper rivet, the burr of which cuts the leather; this improved rivet is like a stitch and does not cut out any of the stock when driven. Many of the customers of this house specify the above rivet when ordering; it leaves the surface of the belt perfectly smooth on both sides, and makes it more pliable than with the old style rivets, and also holds the leather more firmly together. After the belts are riveted, they are coiled up and the edges finished and rounded by a powerful machine. These coils of leather belting are very solid and can be shipped with safety anywhere.

We wish to draw special attention to the celebrated Star brand of belting, manufactured exclusively by this house. It is made from carefully selected leather, the prime stock of which is used, with short joints or laps only, and receives a special coat or dressing, which makes it well adapted for high-speed machines, saw-mill machinery, etc.; it is also pegged and riveted. This grade of belting is fully guaranteed.

Mr. Degen has supplied the Buckeye Mill Company with a main belt forty inches wide and one hundred feet long, the Salinas City Mills with a belt thirty-six inches wide and 162 feet long, the Stockton Gas, Light and Heat Company, and the Oakland Gas, Light and Heat Company were also supplied with extra large main belts, beside their dynamo belting.

The double rawhide belt at the Keystone Consolidated Mining Company's works, of Amador City, is twenty-eight inches wide and 125 feet long, and was supplied by this house; it is the largest belt of the kind in the State. This is an extra large rawhide belt, and although it has been in use since January, 1886, it is still as good as new and the pride of the institution that manufactured it. This house selects the very best material and employs only skilled workmen, some of whom have been with the house since it started. At the State Fair held in Sacramento in 1890, the belting made by this house was awarded a silver medal.

This establishment employs twenty-five hands, and does a large and increasing trade with the Pacific Coast States and Territories, and with British Columbia, Mexico, Australia, China and the Sandwich Islands. At Mr. Degen's factory on Army street, is manufactured the fulled rawhide lace leather, the demand for which is steadily increasing; it is noted for strength, durability and pliability, and does not become hard like some of the brands of lace leather in the market.

MESSRS. ARNETT & RIVERS, No. 17 and 19 Main street, San Francisco, are the Pacific Coast agents for the products of the New York Belting & Packing Company. and have built up for that company a large and lucrative business connection. Of course in the accomplishment of this feat they have had the advantage of representing the largest mechanical rubber company in the world and one whose goods have an established prestige and name.

The commercial field covered by Messrs. Arnett & Rivers includes the entire Pacific Coast, China, Australia, Central America and South America and its present volume amounts to from two to three hundred thousand dollars a year. The stock carried in San Francisco ranges to about \$100,000.

The New York Belting and Packing Company was originally founded in 1846, was incorporated in 1856, and was reincorporated in 1890 with a capital of \$3,000,000. It has factories and agencies all over the United States and its goods have a world wide fame. They include belting, packing, fire hose, bicycles, tires, billiard cushions, buckels, hose, hose pipes and couplings, packing, washers, belting, and in short, every conceivable article that could be made from vulcanized rubber.

Messrs Arnett & Rivers are also agents for New York Leather Belting Company, pure oak-tanned leather belting, lace leather, rubber clothing etc. Tri-Sodium phosphate water purifier and boiler cleaner.

HENRY B. SCHINDLER, 128 to 130 Spear street, manufactures high class trucks, wagons, carriages, buggies, etc., etc. He manufactures for most all the large draymen and firms in the city, among them being the California Transfer Co., Henry Cowell & Co., Lebenbaum & Co., D. S. Cartwright & Co., Golden Gate Flour Mills, Laumeister

Mills, etc. He has now in course of construction a five-ton platform wagon for C. L. Dingley & Co. The superiority of the vehicles of Henry B. Schindler is due to the scientific adaptation of materials, combined with form and model, which unites the greatest amount of strength with the least weight; the arrangement, shape, size and adjustment of all the different parts that give the least friction, making the least expenditure of draft power. To these qualities is added the employment of twenty-five skilled hands, a close, intelligent, unremitting attention to details, and inspection of work in all its stages. The superior carriages and buggies of this factory are noted for their elegance, smoothness in running, durability, and reasonableness in prices. They are sold and extensively used in every large town in the country. The wagons and trucks are equally widely spread. The annual amount of business transacted by Mr. Schindler amounts to from \$50,000 to \$60,000. The business was established in 1886 and sprung into prominence owing to the above mentioned reasons and to the business tact and energy of the proprietor. On the 29th of June he was burned out but has rebuilt a fine brick factory which is a credit to San Francisco.

The Machine Works of P. F. CLERC, situated at 219 and 221 Main street, have been established since 1861 and are devoted especially to the manufacture and repair of laundry machinery. In this field of activity Mr. Clerc has reached such a success that he is ready at any moment to enter into competition with the world. He refers by permission to the leading laundries in San Francisco, which is a testimony to the character of the work he turns out and speaks for itself. His works are equipped with all the necessary appliances in the fitting up of the laundry establishments of private houses, as well as of hotels, boarding houses and large public houses. He also manufactures the Garcin's improved Carbonized Lifting Jacks, which without any doubt are the best on the market and are in use by nearly all the large lumber firms and others on the Coast; the Jacks are made of the very best Norway iron. Mr. Clerc controls a large trade not only in San Francisco and California but all over the Pacific Coast, especially in the States of Washington and Oregon. His business integrity is on a par with his capacity as a mechanical engineer in the particular department of human activity to which he has devoted his attention.

THE ENTERPRISE WIRE AND IRON WORKS are located at 133 Beale street; the office is at 27 Main street. This concern manufactures wire window guards, bank and office railings, wire gates, banks, vaults, shutters, wrought iron girders, coal, ore and sand screens, gasometers, purifiers and scrubbers. This institution also manufacture ornamental wire and iron work in all their branches. The firm are always overrun with work and are now employing forty hands; they are at the present time building the new gas house for the Baldwin Hotel, and are on the eve of building another large one for the Santa Rosa Lighting Co. Besides they do a large amount of building work of all kinds. The Company's works are very extensive and fitted up with all the latest improved machinery and facilities that human skill and thought has devised. The works were established in 1887 by John F. Keenan and Chas. Withington, the present proprietors. These gentlemen have devoted many years to the wire working and iron moulding industry, and as a consequence have attained the amount of experience that is required to make them perfect in all its various branches and turn out a class of goods that the public can and do appreciate and at prices that are within the reach of every one. They are good business men and conduct their affairs in a manner that has won the approval of the entire community of this State and Coast.

BERNSTEIN & COMPANY, 414 Market street, are manufacturers of all kinds of show cases. The public do not thoroughly understand the importance and benefit derived, not to mention the advantage of having this line of goods for the purpose of displaying their wares. If they did they would no longer hesitate in procuring as many show cases as they could conveniently place in their stores in order to display as much of the different classes of goods that they handle without being obliged to hunt round for them over numerous shelves. This plan would not only save considerable time and labor replacing them, but it would also make their stores look much neater and more inviting to their trade. The house of Bernstein & Company have the finest line of show cases that can be found any where on the Pacific Coast States and Territories as well as Australia, Honolulu, Mexico, South and Central America and Alaska, and have five commission drummers. The business was established in 1884 by S. Bernstein and A. Hertenstein, but is now owned by Mr. A. Hertenstein. The capital stock is \$3,000. Mr. A. Hertenstein has been in the show case manufacturing business many years. He is a reliable business man and knows how to increase and please his many patrons. Any one ordering goods from a distance can safely rely upon the fact that he will get just what he orders and nothing else.

GLANVILLE & BELCHER are proprietors of the San Francisco Last Factory, 21 to 25 Jessie street, second floor. This is the largest factory of its class on the Coast and turns out over 1500 pairs of lasts per month. They ship to Mexico, Arizona, California, British Columbia and the Sandwich Islands. They supply Buckingham & Hecht and all the large manufacturers of boots and shoes in San Francisco. Most of the wood used by them in the manufacture of lasts is produced in Maine and Ohio and is noted for its adaptability for last making. The wood comes in rough turned blocks. It is the finest seasoned maple that can be obtained in America and the lasts are consequently likewise. The trade of Messrs. Glanville & Belcher amounts to from 24,000 to \$26,000 per year and is fast increasing. The company employs from ten to fifteen hands that are highly skilled in the art of making lasts, and nothing can leave the establishment without being thoroughly inspected. The business was established in 1865 by Mr. Sheppard and conducted under the firm name of Polter & Sexton; they were succeeded in March of the present year, 1891, by Glanville & Belcher. Mr. F. A. Glanville has been on the Coast many years, and like his partner, Mr. Belcher, came from the East about four years ago where he was engaged in the same line and therefore is a practical man in the business; he is a man of energy and pleasing qualities and both are representative citizens of the community. They have lately moved from their old place to 21 to 25 Jessie street, in the new Power Company building, and have fitted up their new place with all the latest improved machinery, and are better able with their present facilities to supply the demand made upon them.

C. J. PERIAM & Co., machinists and lock experts, are located at 40 and 42 Main street. This house manufactures safe and bank locks, and open, clean and repair the same; scales of all makes are adjusted and repaired and new and second-hand safes are bought and sold. The specialties of this firm are the manufacture of safes and combination bank locks and burglar and fire-proof safes of all descriptions for banks, business houses, etc. Bank locks ought to be cleaned, oiled and overhauled at least once a year; often it cost two or three hundred dollars to repair them on account of the carelessness of bankers and business men in overlooking this most important fact. This firm understands everything in regard to the repairing and manufacturing of locks and

safes and have six expert locksmiths and mechanics employed. The business done by this firm amounts to \$75,000 annually and is steadily increasing. Their trade covers the entire coast. At the Industrial Exhibitions of 1883 and 1884 C. J. Periam & Co. were awarded the first premiums for the best assortment of locks and fire-proof safes of California manufacture. The firm was established in 1880 by Chas. C. Periam, with a capital stock of \$5,000. Mr. C. Periam entered into partnership in 1889 with Chas. J. Periam, Jr. Mr. Periam, Sr., is a prominent member of the A. O. U. W., and a very energetic business man who stands high in commercial circles. His son, Mr. Periam, Jr., is a bright young man, enterprising and very popular with every one.

CHAS. KLEIN, 111 and 113 First street, is a manufacturer of fine carriages, wagons and carts, and does blacksmithing and repairing in all its branches with neatness and dispatch. Mr. Klein is an experienced carriage manufacturer and is one of the best workmen on the coast. He opened up the present establishment on the first day of January, 1891. He now gives employment to ten skilled hands and has more orders pouring in than he can possibly attend to. Mr. Klein does not confine himself to one particular branch of the business, but covers the whole field; he manufactures to order hay presses, plows, harrows, cultivators, binders, threshers, and in fact everything comprised in the agricultural line. At the present time, Mr. Klein just finished one of the finest private carriages ever built on the Pacific Coast for a gentleman residing in San Rafael. It is a fine glass landau, folding top, paneled with bass wood and framed with the best of ash. It has solid mouldings and grooved panels and has no screw nor nails on the outside. It is trimmed with the finest material. All the latest improvements are used, including speaking trumpets, card case, tobacco and ashes case, looking glasses, and the latest improved hinges and French locks. The work was done entirely by Chas. Klein. He is also building twenty sewing-machine wagons, six spring and business wagons and buggies for a large firm in town. Considering the length of time Mr. Klein has been established, he has done a very lucrative business and bids fair to enjoy prosperity and success for many years to come.

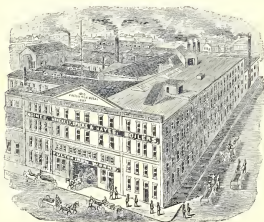
CLOT & MEESE—RELIANCE MACHINE WORKS, 129 and 131 Freemont street, San Francisco, Cal. The above named firm deserve special mention. They are among the first that have undertaken the task of operating their works on specialties, and are now after twelve years of close attention to same, reaping the benefits. The purchase of the sole licensed right to manufacture the Medart Patent Wrought and Steel Rim Pulleys for the Pacific Coast States and Territories, was one of their first ventures. This proved a success and naturally brought on them a call for shafting, hangers and everything pertaining to power transmitting machinery. This call they obeyed by purchasing the most improved machinery for turning and straightening shafting, making patterns for hangers and bearings, and are to-day the leading firm furnishing, and the only one making a specialty of that class of machinery indispensable in every factory, mill or building where steam, water or electric power is used. The pulley is the lightest and strongest in the world, their hangers, bearings and couplings are of a neat and serviceable design, and owing to their improved machinery, all parts are made to an exact standard, interchangeable, and all to gauge, a fact which is evidently appreciated by all users of machinery, from the many orders being daily filled and sent to all parts of the Pacific Coast.

Ice-making and refrigerating machinery forms another interesting specialty of this firm's enterprise. They are the first on this Coast that have taken up this interesting

subject and carried it through with success. Their machines can be seen in operation throughout California, Oregon and Washington, displacing natural ice in the refrigeration of breweries, packing houses, and all placed where a cold and dry atmosphere is desired, and many a city has been blessed with their machines, producing ice where that luxury was unknown. The supplanting of natural ice by machinery, to mechanically produce cold in brewery refrigeration led them to deem the complete equipment of breweries to be worth while looking into. Correspondence was entered into with the prominent brewery engineers and architects of the East, and their enterprise immediately obtained them the best agencies and patents in that line, and to-day they are prepared to furnish plans and estimates, and fully equip breweries and malt houses on the most improved plans.

All of the above however does not interfere with their general machine building and repairing business, which is carried on independent of the above-named specialties. A visit to their works will be well repaid and will show what energy and enterprise can do to build up a business that is now one of our leading industries.

THE FULTON IRON WORKS are located on Howard, Fremont and Beale streets. These works comprise a foundry, boiler, machine, blacksmith and pattern shops, and cover over half a block. An immense business is done in the manufacture of steamship machinery and corliss engines, which are made of the best materials and embody all



FULTON IRON WORKS.

improved plans of construction. The Fulton Iron Works have constructed the machinery for sixty-two steam vessels since May, 1885. Altogether they have constructed the machinery for over one hundred steam vessels. They also give special attention to mining and milling machinery, including Frue Concentrators, Tustin Pulverizers, Lewellyn Heaters and Blake Rockbreakers. They manufactured the machinery for the Southern Pacific Company's ferry steamer "Encinal," the steamer "Ukiah" for S. F. & N. P. R. R., the collier "Ajax,"

and the passenger steamer "Hermosa;" and they have a contract to build the iron quarantine boat for the United States government, and others too numerous to mention. The house trades with the Pacific Coast, Nevada, Mexico and the Sandwich Islands. The mining machinery manufactured by these works is superior to any other made on the Coast, and is very complete. They do not claim to be the only manufacturers that can do good work, but it is their endeavor to do it intelligently and well.

The Fulton Iron Works is one of our most important enterprises, and gives employment to nearly three hundred and fifty hands. Messrs. Daniel B. Hinckley, James Spiers and Daniel E. Hayes are the individual members of the firm. The business was established in 1855 by Mr. Hinckley. These gentlemen are men of great prominence in our community and are representative citizens. They are also public spirited and progressive, and are eminently reliable and worthy of confidence and prosperity.

M. GREENBERG'S SONS, EAGLE BRASS, MACHINE AND NEEDLE PLATING WORKS is located at 205 Fremont street. They are manufacturers of phosphor bronze, brass, zinc, babbitt and lead castings, engineer's findings, steam pipes and fittings, wine and beer faucets. They are the principal manufacturers of electric and cable car trimmings of every description, having constructed all kinds of cars now in operation on the Pacific Coast. They also make brass and iron work of every description and repair the same and give special attention to work for ships, foundries, distilleries, breweries and refineries.

The firm occupies a large building and employ thirty-five hands. They have an extensive trade which is mostly located on the Pacific Coast. The individual members are Leon Greenberg and Joseph Greenberg. The business was established in 1854 by Mr. M. Greenberg. It is one of the pioneer firms of San Francisco and the leading one of its kind. The members are men of vast experience and fair and liberal business methods. They are also enterprising and sagacious and spare no effort to meet the wants of their patrons, and are always pleased to furnish prices on application for all kinds of work in their line.

JAMES YOUNG, N. W. corner Beale and Mission streets, has an immense sawing and planing mill. This mill does heavy planing, turns out flooring and rustic, and all kinds of work for contractors, builders, etc. Fine mouldings and finish of all kinds, besides scroll work and turning and all manner of mill work are also done here. A visit to this establishment will repay one for their pains. Everything denotes life and activity, and makes the spectator feel like throwing off his coat and taking a hand in its affairs. There are from twenty to thirty hands employed in the mill, who are all experienced and capable workmen. The work turned out here compares favorably with any done elsewhere on the Coast, and never fails to satisfy. The business is mostly located on the Pacific Coast, and reaches \$40,000 or more annually.

Mr. Young started in business in 1888, with a capital stock amounting to \$10,000. Mr. James Young is a very active man of energy and push, and does as much work about the mill as does any of his employees. He is one of those men that are bound to succeed in any undertaking because they go in with a strong determination to win, and as a rule they always succeed in the end. He is a good business man and withal is highly regarded and esteemed by a large circle of business men for his honesty and straightforwardness in his dealings with them and for his generosity and fairness to his employees.

C. B. HEALD, manufacturer and dealer in picture frames and ornamental mouldings, map and show card mounters, etc., is located at 147 Beale street. The manufacturing of frames for advertising purposes is one of the special features of this establishment. He has new designs of mouldings in all colors of metal and wood, which are specially manufactured and prepared for wholesale work. The facilities possessed by him enable him to produce the finest work of the kind obtainable in San Francisco. The business was established in 1866 by M. S. Stone & Co. and was then located at 429 Montgomery street. Afterwards the firm name was changed to Wolf & Conroy and continued so until 1886 when Mr. Heald entered and Mr. Wolf retired. The firm name was again changed to the present one. The individual member of the firm to-day is C. B. Heald, having purchased Mr. Conroy's interest. Mr. Heald is thoroughly experienced in his line and is an honorable and upright business man.

CALIFORNIA VIGORIT POWDER Co., 208 California street, was incorporated in 1879, with a capital stock of \$3,000,000. Mr. E. L. G. Steele is the President and Mr. E. N. Bee, Secretary. Owing chiefly to the energetic methods pursued by these gentlemen, the Company has rapidly come to the very front rank of commercial ventures on this Coast. It is engaged in the manufacture of all kinds of explosives and blasting material. Its best known brands of nitro-glycerine are the "Dynamite" and "Giant," both of which are in daily use in all western mining states. The Company also prepares every description of blasting powders, also the powerful and economical Vigorit "Lion" powder for blasting rock, earth, wood, etc. The Vigorit caps and fuses are known all over the Pacific Coast as the safest, most reliable and most economical of their kind before the public.

The works of the Company are located at California City, Marin county, and occupy a tract of about twenty acres. They have a total capacity of about one hundred tons of explosives per month. They find regular employment for about ten hands and their goods are shipped all over the Coast. Miners, contractors and others who use explosives, should procure the Company's catalogue and price list, as they will reap material advantages by so doing.

THE CALIFORNIA ELECTRICAL WORKS occupy three floors and the basement of 35 Market street. This Company manufactures, imports and deals in electrical supplies of every description. It was established in 1868 and incorporated in 1870. The officers are M. Greenwood, President; D. Becker, Vice President; J. G. Bloomer, Secretary and Manager, Directors R. J. Davis, H. G. Phillips and A. Summerfield, Jr. They are successors, by purchase, to the business of the Electrical Construction and Maintenance Company, the California Electrical Power Company, the Pacific Electro Depositing Works and the California Electric Gas Lighting Company. They are agents for the O'Konite Company of New York, telephone, telegraph, electric wires and cables for aerial, submarine and underground uses, the American Electrical Works, C. & C. Electric Moter Company, Perkins' Electric Light Lamps and the Healey Fan Co. The Company does a large business, and supplies almost the entire Pacific Coast. The Manager and Secretary, Mr. J. G. Bloomer, came to the Coast, over thirty years ago, by the overland stage route. He went to Virginia in 1861, and was for nine years the manager of the telegraph company at that place, and he was also for many years the Superintendent of Supplies for the Western Union Telegraph Co. His many years of experience and thorough knowledge of electricity enables him to manage this vast establishment, and to him is due the success achieved by this Company. Mr. Bloomer is a native of Germany, coming here from Illinois; is still in the prime of life, and is a gentleman who commands the respect and esteem of the entire community.

THE FRANK TANNING COMPANY, 406 Battery street, are tanners and preparers of all descriptions of heavy leather, such as sole, harness, skirting, etc. The Company was established in 1881, by Mr. S. H. Frank and increased so rapidly that in 1889, it was incorporated with a stock of \$250,000. The firm finds constant employment for from 100 to 125 hands. It makes a specialty of the preparation of sole, harness and skirting leather. It has a capacity for tanning 2,500 hides per week. All the product of the tannery is handled by the firm. As the value of a hide depends entirely on the process by which it is cured and tanned, it is of vital importance that the dealer should know where to send his hides in order that he may get the quickest and best returns for

them. Experience has proved that this firm is one of the most reliable on the Pacific Coast. Their works are always running at full blast, and the confidence of the public is daily bringing them an increase of patronage. Any one entrusting their interests to this firm will reap advantages to be obtained in no other house in the city.

The tannery is located at Redwood City. The officers of the Company are, Martin Frank, President; William Frank, Vice-President; A. J. Marcus, Treasurer; Louis J. Frank, Secretary. The Superintendent is J. R. Brown, formerly of Benicia, one of the oldest tanners on the Coast.

The firm of CALVIN NUTTING & SON is a leader among those who are engaged in the iron working industries of this coast. It was established in 1849, and, having been engaged in business for such a long time has naturally a high reputation for commercial integrity as well as for mechanical skill. Its establishment is located at 235 and 237 Main street and is known as the Pioneer Iron Works. The Works employ about sixty men and are fitted up with every modern auxiliary to the manufacture of iron doors, girders, vaults, fences, fence crestring, prison cells, chairs, bolts and all other descriptions of architectural iron work. Among the achievements in their line which they have accomplished have been the manufacture of two large box girders for use in the completion of the New City Hall of San Francisco. These girders measured 126' 9" feet long by 6 feet 9 inches high, and 3½ feet wide; weight 125 tons each. They are the largest in the world.

Calvin Nutting is the head of the firm, a bright, enterprising man; the firm has before it a career which is as promising as its past has been honorable.

SANDERS & Co. are located at 421 and 423 Mission street between First and Fremont streets. They are practical coppersmiths. All kinds of coppersmith work is executed by this firm for steamboats, breweries, distilleries, wineries and vacuum pans, water heaters, steam kettles, kitchen utensils and soda water apparatus are manufactured to order with neatness and dispatch. This is one of the oldest firms of its class on the coast and the best known. Their business gives employment to twelve hands and extends over the length and breadth of the Pacific coast; outside of San Francisco it is mostly located in the wine districts and the distilleries. The business was established in 1857. Messers. Henry Sanders and Ludwig Dettman are the individual members of the firm and they are men of well directed energy and indefatigable enterprise.

WEED & KINGWELL, CALIFORNIA BRASS WORKS, are located at 125 First street. This house manufactures and deals in all kinds of brass, composition, phosphor, white metal castings, church, steamboat and fire alarm bells, steam and water cocks and valves, hydraulic pipes, nozzles and couplings, brass ship work, spikes, sheathing nails, rudder brasses, hinges, etc. The firm make a specialty of bells which are superior to any made on the coast. This is one of our pioneer firms which has been established since 1849. Mr. John C. Ayers was the founder. He retired some twenty-seven or eight years ago and the firm continued under the name of Gallagher, Weed & Kingwell. Mr. Gallagher died sixteen years ago and the business has since been conducted by Mr. Kingwell under the firm name of Weed & Kingwell. The business continues good and increases with the days. Mr. Kingwell is the sole surviving member of the old pioneer firm and looks hale, hearty and prosperous. He is a very pleasant gentleman and one who has fully shown his devotion to the State and to the best interests of her ever increasing community.

W. J. THOMSON, 306 and 308 Mission street, manufactures frames, sash, doors, blinds, shutters, brackets and turnings and does all kinds of interior and exterior finish, manufactures lumber decorations, mouldings, decoration carvings, and do general mill work. This establishment does fine work and is an immense affair. All the latest and best machinery is used here and only skilled workmen are employed. Mr. Thomson takes and attends to all kinds of contracts and fills them at the shortest notice. This house has an extensive trade which is far reaching and constantly on the increase. The annual business reaches \$100,000. Mr. W. J. Thomson is an old, experienced mill man who understands general mill work as well as any on the Coast, and gives all orders his personal attention. He is a good man and an excellent citizen.

THE RALSTON IRON WORKS, 222 and 224 Howard street, manufactures all kinds of architectural and ornamental iron work, vaults, shutters, house and cemetery railings etc. The Ralston Iron Works is in completeness of equipment and magnitude of operations one of the greatest institutions of its class on this side of the continent. The machinery is of the best grade and quality and embodies all the latest inventions and improvements. They employ thirty-five hands; they represent the best grades of skilled labor and every branch of trade, and receive high wages in proportion to their experience and efficiency. The works command a large trade covering the entire coast. They were established in 1878 by Mr. Henry Ralston, the present proprietor, a man of sterling ability, sound business principles and enterprising and progressive spirits.

PACIFIC COPPER WORKS, 565 Mission street, between First and Second, are owned by Ludwig Wagner, and do a very extensive business. For sixteen years this house has enjoyed the confidence of the San Francisco public, and to-day it is one of the leading coppersmith establishments, as well as one of the most complete on the Coast. This result is entirely due to the efforts of the proprietor to do first-class work and supply the best goods at the lowest possible prices. The well-stocked showroom contains all kinds of kitchen utensils, water heaters, kitchen boilers and soda water apparatus. For the excellence of his soda fountains, Mr. Wagner was awarded a silver medal at the Mechanics' Fair in 1875.

A specialty is made of the manufacture of the very best proved brandy continuous still distilleries. Having a large staff of competent workmen always on hand, the Pacific Copper Works are able at the shortest notice to do coppersmith work with neatness and dispatch for breweries, distilleries, alcohol apparatus, steamboats, champagne and preserve factories, and all kinds of machinery coming within the sphere of a legitimate business. Mr. Wagner has succeeded in building up a large Coast trade, and all orders from the country are promptly attended to.

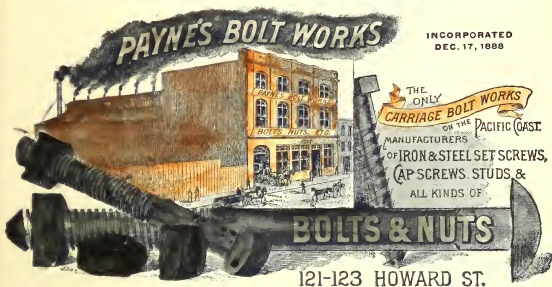
THE EUREKA BOILER WORKS, of Nos. 113 and 115 Mission street, were established in 1886 by Mr. William J. Brady, and undertake the manufacture of all kinds of marine and stationary locomotives, and are sole manufacturers of Mitchell & Fisher's straw-burning and traction engine boilers. They are also agents for the Smith feed-water purifier. Mr. Brady put in the boiler iron mixers pans tanks for the Western Beet Sugar Company, at Watsonville, Cal. He also built the boilers for the California Sugar Refinery, as well as a large number for the Honolulu Sugar Refinery. Mr. Brady built and put in the boilers for the steamship "Mexico," the steamship "Ancon," "Ida W.," "Katie O'Neil," and steamer "San Rafael." Mr. Brady is the patentee and

owner of a valuable invention for construction and laying of wrought iron pipe. The Eureka Boiler Works make a specialty of ship work, and in the construction of tanks, bulkheads, coal bunkers, water pipes, etc., they have few equals and no superiors.

Mr. Brady is an expert in general blacksmithing and machine work, and is prepared to undertake all kinds of repairs at a moment's notice, and as the Eureka Boiler Works carry a staff of about forty first-class mechanics, the contracts executed there never fail to give satisfaction.

The Eureka Boiler Works handle a business of about \$150,000 per annum.

PAYNE'S BOLT WORKS, Nos. 121 and 123 Howard street are among the oldest and best known establishments of their kind on the Pacific Coast. They were established in 1871 and were incorporated in 1888. The present company is controlled by William and George L. Payne, the brothers who founded the works. The works now occupy a large three story brick building with suitable appurtenances, at the address mentioned and are handling a vast volume of business, which is steadily increasing year after year. These are the only carriage bolt works on the Pacific Coast, and they also manufacture all kinds of iron and steel set screws, cap screws, studs and bolts, and nuts, also considerable bridge work and blacksmithery. They employ a force of from



thirty to fifty men and therefore cut a considerable figure in the industrial world of San Francisco.

It is a matter of local pride as well as a source of material congratulation that these bolt works have been so successful as to be able to wrest a field for themselves from Eastern manufacturers. Nor, do the goods they turn out rest upon the sentiment of local pride for their recommendation. On the contrary their manufactures are everywhere recognized as being for strength, uniformity and finish, the very best of the kind to be found in this or any other market. They have at the present moment a number of very heavy Pacific Coast contracts on their hands, and the leading wholesale hardware houses and other business establishments which handle goods of this kind speak in the highest terms of the mechanical excellence of the products of Payne's Bolt Works as well as of the exactness of the commercial methods of the establishment.

The present location of Payne's Bolt Works is a new one and has been equipped with the most modern appliances for conducting the operations for which it has been designed.

SAN FRANCISCO GOLD, SILVER AND NICKEL PLATING WORKS Nos. 653 and 655 Mission street, are the largest, most complete and perfect on the Pacific Coast, containing every modern improvement known to the business. In proof of this they have been awarded the First Premium at all the Fairs of the Mechanic's Institute for the last twelve years. It should be impressed on the mind of every quartz, gravel and placer miner in the country, that a large percentage of gold is saved by using his silver-plated amalgamating plates, for they are acknowledged to be the most successful and economical process now in use.

These plates possess many advantages over ordinary copper plates, or any other process for savings gold; among which are: They will begin to save gold immediately; will hold a much larger quantity of quicksilver, thus causing more attraction to fine and float gold; and they will positively save a much larger percentage of gold than any other method.

The company have filled more than five thousand orders for these plates. It can furnish references from the most prominent mining men on the Pacific Coast and Rocky Mountain mining States, who are using his plates (in quartz and placer mining) with the most satisfactory results.

They are amalgamated the same as copper plates, and are easily kept in order. The extra amount of gold saved soon pays the cost of silver-plating. After once using these plates, no mining man will be without them.

The very best soft Lake Superior copper, planished or plain, is used in the manufacture of these plates. The full weight of silver is guaranteed on every order. The plates will be instantly amalgamated upon the application of quicksilver. These plates are made to order—plain corrugated or riffled, and of any size, shape, or thickness of copper. The silver is put on by weight, the amount being determined by the price. The prices are \$1.50, \$2.00, \$2.50, \$3.00, \$3.50, \$4.00, \$4.50 and \$5.00 per square foot, the price of the copper to be added. All kinds of amalgamating machine plates, for wet or dry placer mining, made to order. Large quantities of these plates are being used in California, Nevada, Oregon, Colorado, Montana, Dakota, Utah, Idaho, New Mexico, Mexico, Central America, and British Colonies.

The company are prepared at all times to purchase old mining plates, or separate gold, saving the copper, for a low percentage of result. Old plates can be plated same as new. Besides their specialty of silver plated plates, they have the most extensive facilities for plating all kinds of metal goods with gold, silver, nickel, or copper.

Mr E. G. Denniston is the able and energetic proprietor of the company, and all work is carried on under his immediate personal supervision, thus insuring the accurate and rapid dispatch of all business entrusted to his care. During the twenty-four years these plates have been in use, their fame has extended to Australia, Alaska, and South America, in addition to every mining state in this country, and it is no exaggerated statement to make, that no other mining process in the world to-day is so popular as that of Mr. Denniston.

PACIFIC BUNG AND WOOD TURNING MILL—GOBINIER & Co., 27 Main street, manufacture bungs and plugs, wooden faucets and stoppers, mallets, bung starters, tank toggles and stakes, tool and brush handles, balusters, newel posts, table legs, ten pins and do ornamental turning of every description. There is a large and growing demand for this class of work, and the field has not heretofore been fully taken up. The establishment mentioned above is a very large one fitted up with all the newest and best

machinery which is run by a large force of experienced hands. The concern is a new one and was established in July of the present year, 1891. It has proved a success since the beginning and is now doing an excellent local and country trade.

Mr. Ernest A. Gobinier is the proprietor. He is reliable in all his dealings and transactions and is in every way deserving of prosperity and success. His business is constantly increasing on account of his promptness, and superior workmanship, and the wine men and other business concerns patronizing him show conclusively that he will have a constantly improving and lucrative business in the future.

CALIFORNIA CASKET COMPANY, 934 and 936 Mission street, are the manufacturers of every description of caskets and coffins. The business was established in 1880, and in 1889 it was incorporated. The nature of this business is such as to render the utmost dispatch absolutely necessary, and in this respect the California Casket Company has always deserved the confidence of its patrons, having the best facilities for doing rapid work; and their complete stock of casket furnishings enables them to give an artistic effect to their work which is highly commendable. A large number of caskets are kept on hand, so that the company is prepared for any emergency that may arise.

FRED NORLIN, manufacturer of surgical and orthopedical instruments, has his works at 1420 Folsom street. His specialty is instrument making for hospitals and surgeons. Mr. Norlin is an experienced workman, and a very careful and painstaking instrument maker. Mr. Norlin has added many valuable improvements to surgical and orthopedical instruments, and gives special attention to the manufacture of experimental instruments. He has manufactured most of the instruments now in use in the San Francisco Polyclinic Institute, St. Luke's Hospital, French Hospital, and by Doctors Luke Robinson, George Shields, Thorn, Herduck and many other prominent physicians. Mr. Norlin has been in business for himself since 1889, and has built up a large and increasing trade. He has lately commenced to make a great many of his instruments of aluminum, the lightest and strongest metal known to exist. Mr. Norlin is a young man, full of energy and industry, and is very popular, both in business and social circles.

SAN FRANCISCO WIRE WORKS, 669 Mission street, manufacture all descriptions of plain and ornamental wire work, wire gates and shutters, bank and office railing; also the latest designs of grille work, store fixtures, wire figures and hat stands, arches, flower stands, baskets, trellises, window guards, coal screens, fenders, etc., etc. C. H. Gruenhagen, the proprietor, is one of the most reliable and best known business-men in San Francisco. He is an old citizen, and is interested in several business ventures in this city, in all of which his integrity and honorable dealings command unqualified respect and confidence. He does a large trade with Mexico, Sandwich Islands and Australia, and the demand for his goods is ever increasing.

Their wire stands for plants are very popular, and meeting with ready sale in all parts of the country. They are preferred to those of any other make, on account of their strength, durability, finish and the large variety of handsome styles in which they are made. The stands are all painted in beautiful colors, and bronzed with gold bronze, unless otherwise ordered, making them very ornamental.

The experience of the past few years has taught bankers and merchants the necessity of being thoroughly guarded against robbery, either by force or stealth, and in order to

do this the public must be prevented from coming in *direct contact* with the officers or clerks. That this is appreciated is shown by the fact that within the past few years this firm has fitted up a number of offices, banks and stores with their guards. These railings are *made to fit* the place for which they are intended, and are supplied with every improvement which comfort or convenience can suggest. While they possess an extremely light, airy and delicate appearance, they are so strong as to defy the stoutest thief. They can be fitted with gates, returns, cash holes (either open or fitted with gates to close), locks and curves, and can be made of *any length, height, shape, size of mesh or pattern desired*.

They are prepared to furnish at the lowest rates any style of store fixture and show stands for the display of shoes, hats, clothing, millinery, fancy and furnishing goods, and would be pleased to give estimates to parties desiring the same. Their facilities for the manufacturing of goods in the wire line, together with their continually increasing business, enables them to furnish *first-class made work at as low prices as slop-shop work*, and at all times endeavor to retain their reputation and furnish first-class goods of the kind, quality and finish that may be ordered.

W. J. RUSTEMEYER'S WATER CLOSET WORKS are situated at 126 Main street. Mr. Rustemeyer is the manufacturer of the "San Francisco" (formerly called the "Pacific") plug closet; "California" pan closet; "Columbia" and "Golden State" washout closets; "Pacific" noiseless siphon tanks; "Pacific" hoppers, plated flush pipe, etc., etc. The closets manufactured by Mr. Rustemeyer comprise the best workmanship and material, and are very handsomely designed. There are seven hands employed here, and all of the material used is of home production. As Mr. W. J. Rustemeyer has been in the plumbing business in San Francisco over fifteen years, and has had practical experience with closets, tanks, bathtubs, etc. The public in general can depend upon it that every article he manufactures will be first-class. He is a good and reliable man of business, and stands well in its circles.

C. W. MOULTHROP mechanical engineer and draughtsman is located at 316 Mission street. Mr. Moulthrop furnishes specifications and estimates for machinery and millwright work and has a well appointed wood working and pattern shop where none but the best workmen are employed making models and patterns. Mr. Moulthrop's specialties are patterns and drawings for castings, besides he makes the finest blue prints on the coast and does drawings in every branch of the business. Mr. Moulthrop has been established in business for himself since 1870. He has had a lifelong experience and has made a close study of all the branches appertaining to his business. Any work ordered from this house can be relied upon for its correctness and neatness. Mr. C. W. Moulthrop is a very pleasant gentleman whose greatest desire is to please and increase his customers and judging from the amount of work always on hand he has indeed been successful in acquiring his aim.

THE EXCELSIOR WIND MILL AND HORSE POWER WORKS is located at 211 Mission street. H. C.³ Bodwell, the proprietor, is the pioneer manufacturer of windmills, horse-powers and pumps on the Pacific Coast. He manufactures the "Farmer's Friend," "Excelsior" and "Excelsior Improved" windmills. The stock of pumps on hand includes every style in that line and all the latest improvements. The "Excelsior," "Economy," "Eclipse" and "Dairy Queen" horse-powers are complete in every detail, and possess every improvement and advantage that can be obtained in sweep horse powers. These

ho se-powers are intended to perform any kind of work requiring a moderate amount of power, such as pumping water, sawing wood, churning or running light machinery. Mr. Bodwell has exhibited his wind-mills at the Mechanics' Institute Fair in San Francisco on more occasions during the past twenty-four years than any other wind mill firm on the Pacific Coast, and on *every* such occasion when exhibited has received the first premiums. Mr. Bodwell will compete with any windmill manufacturer in America and claims superiority over all windmills manufactured at the present day. The Excelsior windmill and noiseless deep well pumps are the specialties of the above establishment. The business was established by Mr. H. H. Bodwell in 1863. By using the very best materials and employing only skilled workmen, Mr. Bodwell has succeeded in turning out a class of goods that for simplicity, strength and longevity cannot be equaled anywhere. His business has grown larger each year and now extends over the entire coast. Mr. Bodwell is one of our old pioneers very popular in all circles and a representative citizen of San Francisco.

COL. R. D. LAIDLAW, agent for the P. Lorillard Co., 217 Front street, has control of their entire Pacific Coast trade. The firm of the Lorillard Co. is too well known to require much mention. Suffice is to say that it is one of the oldest in this country, dating back from 1760, and has paid the U. S. Government over fifty million dollars in taxes. Of late years their business has made gigantic strides in so much that the factory is quite an interesting colony itself, where the employees have ample provisions made for their welfare. The main factory, with its large list of about 5,000 hands, is fashioned something on the system of the great Pullman works at Pullman, in having an excellent library and other institutions of instruction, which give them the opportunity to improve and enrich the mind as well as the pocket. When any of the employees who attend the night school display more than the ordinary amount of intelligence and inclination to study, he or she is sent to the best college or seminary in the country, and educated there at the firm's expense. The above traits are highly commendable to such a firm and coupled with success, go to show that such generosity merits their present high standing. Every lover of the weed has heard of the "Climax" plug chewing and the "Grizzly" cut plug smoking tobacco. These two brands, among many others, have attained a world-wide celebrity. The famous firm is ably represented by Col. Laidlaw, who is a thoroughly capable and popular man of high standing, both in business and social circles. In connection with his important business, Col. Laidlaw has a long list of social ties, being a member of the Governor's Staff, Director of the Merchants Club, a member of the Union League, and the Pacific Yacht Club, a Thirty-Second Degree Mason, an Odd Fellow, etc.

He also takes great interest in the welfare of commercial travelers, and is treasurer of the Pacific Coast Commercial Travelers' Association.

THE MCCREARY FLOUR MILLS of Sacramento, the San Francisco office of which is located at No. 114 California street, hold a prominent position in the great industry of which they are a part. These mills are situate in the midst of one of the finest cereal producing regions to be found in the wide world, and as a natural result have at their command an unlimited supply of the very highest quality of raw material. The mills are equipped with the most approved mechanical appliances for making flour and have in use all the recent improvements; they have a capacity of about five hundred barrels per day.

The McCreary Mills are the manufacturers of the celebrated fancy patent Snowflake

Flour, which is now regarded as the whitest and best family flour produced in this State, or it might even, for that matter, be said in the world. In California the term Snowflake Flour has become a household phrase. Every cook and every housewife knows that it is another way of saying delicious bread, pastry and biscuits—something which is as pleasing to the eye as to the palate.

The McCreary Mills were established by C. McCreary and B. McCreary in 1863 and are still conducted by the same gentlemen. They give employment to two drummers and thirty operatives and have a large patronage, which comes from all over the Pacific Coast, the Hawaiian Islands, Mexico, South and Central America, China and Japan. The McCreary Mills also manufacture a very fine article of rolled barley.

The San Francisco business is under the management of Alexander Ross.

A. I. SANBORN, stairbuilder and turner, at the Mechanics' Mill, corner of Mission and Fremont streets, does all kinds of plain and fancy turning, circular band and scroll sawing, beautiful designs in hand carving, etc. Mr. Sanborn employs from 15 to 20 men, and uses large quantities of black walnut, Spanish cedar, oak and redwood for stair finish. He done all the fine wood-finishing work for the White House, Wells, Fargo & Co's Bank, Phelan's Building, Grand Hotel, California Theatre, the Crocker residence, A. N. Towne's house, and in many other fine buildings and residences. Mr. Sanborn's specialty is stair-building, and he devotes his energies to this particular line of work. He established his business in 1868.

Mr. Sanborn is thoroughly posted in stair-building and turning, and is enjoying an extensive trade.

THE AMERICAN LUCOL CO. The office is at 308 Market street, San Francisco, and the factory at Stege. It is interesting to note the origin and growth of an industry that is destined rapidly to assume national proportions, namely, the manufacture of a substitute for linseed oil called "lucol," that possesses all the good qualities of linseed oil as a paint oil, with the added advantage that it costs less, looks better and wears longer.

It has been reserved for a chemist at the State University of California, Mr. Adolf Sommer, to succeed where so many failed, and to produce at lower cost than linseed, a drying oil from animal oils that combines all the desirable qualities of a paint oil in a pre-eminent manner.

Lucol gum is the essential constituent of the oil, and that gives the beautiful lustre, to surfaces painted with lucol. It has been found by actual experience in house painting that this lustre remains much longer than with linseed.

The first oil manufactured was in October, 1887, and was put on the house of Mr. J. C. Rued, the well known leather manufacturer. This house, situated at 1160 Eighth Street, Oakland, received a second coat of paint mixed with lucol in June 1889, but a portion of the first coat, now nearly four years old, was left exposed, and is still in first-class condition. Mr. Rued's house during these four years has been conspicuously the best painted house in its neighborhood. In April, 1889, the house of Captain J. N. Knowles, 1300 Alice Street, Oakland, was also painted with lucol.

The actual long life of the oil was demonstrated by its behavior on the two Oakland houses painted in 1887 and 1888. The experts without exception, reported the houses in far better condition than they would have been had they been painted with linseed.

The White House is the latest public test that lucol has thus far been put to. It is

pure white, a color which up to the present time no linseed oil substitute has ever been able to stand.

The washing characteristics of lucol fit it particularly for all kinds of marine painting. One of the steamers of the Pacific Mail Steamship Company has been painted with lucol and is undergoing a severe exposure to daily washing to thoroughly test the value of lucol for steamer painting. The yacht "Emerald" was painted with lucol in October, 1890, and has been in the water ever since. She is as bright to-day as the day she was painted.

The Southern Pacific Railroad has made most elaborate investigations of the value of lucol as a paint oil. Six different independent reports have been made to the company by its own experts, all concurring in conceding at least equality with linseed and some attesting its superiority over linseed. A caboose was painted (orange chrome) and run thirteen months, at the end of which period it came into the Sacramento yards for overhauling, having been in collision. It was pronounced in much better condition than any linseed painted caboose that had ever been on the road the same length of time. A new depot at Tancred, in Yolo County was painted with lucol, giving a finer looking two-coat job than had ever been done on the road, and saving about one-third the pigment generally required for such a depot.

The new freight cars now being turned out at Sacramento are being painted with lucol and a passenger coach is being painted entirely with lucol, without being covered with varnish to test the feasibility of doing away with the present expensive system of car painting and varnishing and substituting plain straight lucol painting, a fifty-cent material taking the place of a four dollar material.

Painters are rapidly finding out that they can do better work at less expense to themselves with lucol oil than they can with linseed oil. When the general public has likewise found this out it will accept the new and peculiar smell of lucol (while drying only) as evidence of honest dealing on the part of the painter just as it now accepts the smell of linseed as the sufficient criterion for first-class work.

PAUL SEILER ELECTRICAL WORKS. 405 Market street, is the headquarters for all kinds of electrical supplies and apparatus, and is the Pacific Coast Agency for the Standard Underground Cable Company, Holtzer-Cabot Electric Company, Viaduct Manufacturing Company, the Himmer & Anderson Dry Battery Co. The company employs many hands and do a large trade. Mr. Paul Seiler is the pioneer in the electric business, and has been in the business on the Coast since 1867, established this business in 1889 and was afterwards joined by Mr L. E. Lee. These gentlemen tend *strictly* to their business and understand it thoroughly. They are building up a trade that will soon outshine all competitors.

J. ROYLANCE BRASS MANUFACTORY is located at 112 and 114 Main street. Mr. Roylance is a manufacturer of plumbing, steam and water brass goods and castings of every description, globe, garden, angle check, safety and patent gate valves, service, steam, hose and steam cocks etc. Fuller work and plated goods is Mr. Roylance's specialty, as is also brass work of all kinds. Mr. Roylance employs seventy hands all the year round, and occupies three floors of a large brick building. His trade is very extensive and covers a large territory. The annual business done by the house amounts to \$100,000. The works were established by Mr. Joseph Roylance in 1884. He arrived in California twenty years ago and commenced working with the San Francisco

Brass Works. Later on he became a partner in the same concern and was connected with it until 1884 when he branched out on his own account and started his present establishment. He is a gentleman of marked ability and influence, the result of whose enterprise is seen in his substantial trade.

LEWIS MURR & Co., manufacturers of fine shoes, have their office and salesrooms at 39 to 45 Stevenson street. They employ over two hundred hands at their immense factory, which is located in Burlington, Vermont, and make a specialty of manufacturing ladies', misses' and children's shoes. This factory is under the personal supervision of Mr. Lewis Murr, who resides there permanently.

The firm manufactures a large variety of goods in addition to their regular line, and have added a full line of cheaper goods. Being near the market of supply for material and skilled labor, they are enabled to produce a line of goods that are specially adapted to the California trade. They employ three drummers for the Coast trade and transact a business amounting to nearly \$250,000 annually. The business was established in 1888 by Lewis Murr. In 1891 the firm name was changed to the present style. The individual members are Lewis Murr, Simon Juda and Joseph Murr—all men of excellent standing and commercial worth.

STRIENING, EISAN & Co., engineers, millwrights and contractors, are located at No. 42 Spear street. This firm supplies mining machinery, electric light and power plants, flour and feed mill machinery, complete plants for plaster and cement mills, saw mill machinery, passenger elevators and hoists, machinery for breweries and distilleries, and are purchasing agents in all classes of machinery. They furnish drawings and estimates and superintend the construction of machinery plants. The Company recently supplied the Elk City mines in Idaho with a complete mining plant, and the Burris' Vineyard in Sonoma county and Hunt Bros. of Santa Rosa, with large and complete raisin plants. They have also just completed a large brewery in this city, which is pronounced one of the finest in the country. The Company makes a specialty of all kinds of raisin machines, and ship complete plants and machinery to all parts of South and Central America, Mexico, Australia, Alaska and all over the Coast. The amount of business transacted averages about \$60,000 annually, and is constantly increasing. The business was established in 1891. The gentlemen comprising the firm are reliable business men, and highly competent merchants and millwrights.

PORTER BROS. & Co., Mr. D. H. Porter and Mr. A. W. Porter are associated together in business at Nos. 313 and 315 Davis street under the firm name and style of Porter Bros. & Co. They have been engaged in this commercial enterprise for the past fourteen years and in that time have built up a business second to none in their line. They are entitled, therefore, to a prominent place among the mercantile interests of San Francisco.

The business which Messrs. Porter Bros. & Co. are engaged in is an outgrowth of the development of one of the great modern industries and resources of California. They handle dried fruits, nuts, honey, beans and similar farm products; and, as the supply of these articles is yearly increasing and the demand for their expanding in like proportion, the business has an excellent prospect for still further increase. Their "Eagle" brand of honey and the "Argonaut" brand of dried fruits are considered by the trade as the finest goods packed and are eagerly sought for.

While in the main, Porter Bros. & Co. handle California and Pacific Coast goods,

they are dealers in some Eastern goods and their store, which is a large one, consisting of two floors and a basement, is usually packed with a varied assortment of everything in their line. They are connected by a complete system of brokers with all cities of any size in the Union, and having men at all the principal points of production, are in a position to satisfy their trade as few houses can.

AUGUST LUTZ, metal spinner, is located on the third floor of No. 10 Stevenson street. The metal spinning industry is one that the general public is not very well acquainted with, and one that is not carried on to any great extent in this city. There are but five metal spinners of any consequence in San Francisco, and among these Mr. August Lutz ranks first. He works in silver, gold, brass, tin, copper, zinc and in fact any and every known metal. Almost all the leading firms of San Francisco patronize Mr. Lutz, including Holbrook, Merrill & Stetson, George H. Tay & Co., W. W. Montague, and the California Gas Fixture Co. The annual business, though purely local, averages \$5,000. The business was established in 1867 by Mr. Fred Schoener. In 1877 Mr. Jacob Bofinger bought it out, and sold it in 1885 to Mr. Lutz, the present proprietor. Mr. Lutz is an excellent workman, is thoroughly acquainted with every feature of the business, and spares no pains to keep fully abreast of the times in every particular.

JOSEPH BUDDE, 575 Mission street, is a manufacturer of patent water closets, slop, waste, and surface hoppers, closet seats, which are made of toa, mohogany, cherry, maple, walnut and antique oak, highly finished with nickel plated trimmings. Mr. Budde's special brands of closets are: "Popular," "Golden Gate," "Supreme," "Pioneer of '49," "Ocean Spray" and "Cliff Stream." It is a fact well known to students of physiological science that one of the most potent factors in the health or disease of civilized communities, is the freedom of the dwellings from sewer gases which are the recognized cause of a number of acute diseases. These diseases have their origin in the germs generated by sewers which produce blood poison and are very destructive in thickly populated districts. Hence one of the most difficult problems for the building trade is to dispose of these poisonous gases, so as to have the home, the shop and the office free from their deadly presence. Thus the inventor and manufacturer who devises the most effectual method of achieving this most important result is a public benefactor. To this class belongs Mr. Joseph Budde, who stands at the head of sanitary closets on the Pacific Coast. His manufactory and warehouses occupy the second floor of the spacious brick building No. 575 Mission street, San Francisco. From twenty to twenty-five hands are employed in the establishment, which is supplied with the very best machinery and appliances. The sanitary goods manufactured are largely his own inventions for which he holds letters patent and which are pronounced by the highest scientific authorities superior to any other. These closets have superseded the older and inferior closets in most all the prominent public buildings and residences of the State and the demand is increasing so that Mr. Budde has from time to time, been obliged to seek larger quarters to meet the growing demand. The goods have received the highest medals in the State Fairs for the past several years. Mr. Budde has the largest and finest stock of closets west of Chicago. At his new place he has elegantly fitted show-rooms, where architects, owners and builders can at any time examine his make of closets. Mr. Joseph Budde was born in Westphalia, Germany, one of the most progressive provinces of Germany, where he learned the trade of manufacturing brass goods, commencing in 1859, and continuing fourteen years. In 1873 he

emigrated to America and went to Baltimore where he obtained employment, first with one of his countrymen and afterwards in a tin shop; after leaving there he obtained work in a large manufactory of gas fixtures and chandeliers, where he was mostly employed in metal spinning. He arrived in San Francisco in October, 1874, and secured a position in Clark & Springers brass works. During the several years that followed he made several changes, the last few years being spent in the factory of William Schmidt. In 1881 Mr. Budde laid the foundation of his present business in a small room on First street, himself and a small boy comprising the working force. Since then the business steadily increased until it has reached its present growth.

Landing in this country without capital or friends, with no knowledge whatsoever of the English language, Mr. Budde has, through his own industry and perseverance, climbed the ladder of success from the bottom round until he occupies a prominent position among the manufacturers of the Pacific slope. He is conscientious in his business and socially he is affable and kind-hearted. He is a member of the Eintracht Musical Society, the German Loan and Building Association and a stockholder of the German Catholic Printing Association. He took unto himself a charming wife in 1870 and is now enjoying the peace and prosperity that industry, perseverance and energy has won for him.

THE WEST COAST IRON AND WIRE WORKS, are situated at 13 and 15 Spear street. This house manufactures wire and iron fencing and railings, store fixtures, ladies' and gents' wire figures, coal, ore and sand screens, flower stands, baskets, archways, every description of wire goods as well as artistic brass and iron grill work for banks, elevators, etc., etc. This house was formerly located at 11 Drumm street, but a change was necessitated owing to the continuously increasing patronage and they have now moved into the commodious brick building at the above address. The firm has added to their manufacturing plant new improvements in every branch of wire working with the especial aim of excelling in the manufacturing of every product pertaining to the wire working industry. The architectural iron work department includes the manufacture of the usual variety of builders supplies in their line such as fire escape balconies and ladders, areal grating and iron stairs, iron shutters and doors, roof cresting, finials and tower ornaments, also cemetery and lawn furniture. Their retail store and sample show-room which adjoins the works is stocked with a complete line of their products to supply the demand of the retail trade. The house does business all over the Coast from thirty to forty thousand dollars a year. They employ fifteen hands. The business was established in 1888 by Edward Smith and James Trowbridge. These gentlemen give scrupulously careful and prompt attention to their business. They are honorable in all dealings, progressive and enterprising, and deserve the patronage which is being showered upon them.

THE STEARNS MANUFACTURING COMPANY, of Erie, Pa., is known throughout the lumber world, at least, as builders of the very best lines of modern saw mill machinery. It has been their chief aim through a long series of years always to keep abreast of the times in designing and introducing the latest improved appliances for the manufacture of saw logs into lumber in the most rapid and economical manner. Their Pacific Coast branch was established in San Francisco some ten years ago, and to-day there is scarcely a saw mill of any note on the Pacific Coast that is not using more or less Stearns machinery. On Puget Sound their heavy double circular saw mills, band mills,

gangs, gang edgers, head blocks and other approved devices are in daily service in all the large saw mill plants of that section, and a major portion of these machines are driven by engines and boilers built by the Stearns Manufacturing Co. In the redwood sections of Northern California, will be found many large triple circular mills, using three 64-seconds' diameter saws, which were built by this Company, back in the seventies; also double circular outfits, gang edgers and head blocks of the Stearns make, which have been in use for almost a decade. Of late years, however, the band saw is superceding these heavy circular outfits, and in this new order of things the Stearns Co. is in the lead, as usual, with the best band mill for handling the immense logs of redwood and fir which are annually turned into merchantable lumber on the Coast.

The Stearns Manufacturing Co. lately purchased from the Woodbury Engine Co., of Rochester, N. Y., their interest in the celebrated high speed automatic "Woodbury" engine, and are now giving special attention to power plants for electrical power and lighting purposes. The salient points of the Woodbury engines, are to be found combined in no other engine in the market. Steam tightness of valve, more perfect regulation, larger wearing surfaces for journals and valves, greater weight for given diameter of cylinder and per horse power, accessibility for adjustments, and the use of the best grades of material and workmanship, are the chief features, and all these claims can be fully substantiated to the satisfaction of any one who will make comparative tests. Several of these Woodbury high speed engines are now in use on the Coast, and the manufacturers would be glad to furnish information in regard to their performances that will satisfy the most skeptical, that this engine is superior to all others in its class.

The Pacific branch devotes time and attention to engineering, conveying and elevating work, and has in its employment competent engineers and draughtsmen to plan and superintend the erection of all plants put in their charge. They make a specialty of rope transmissions, several systems of which are in use by some of the largest institutions on the Coast. They also represent prominent manufacturers of woodworking machinery, shingle and lath machinery, saws and saw tools, belting, wooden pulleys, emery wheels and grinding tools, and a large line of general supplies.

The parent concern was established in 1855, in the City of Erie, Pa., with a capital stock of half a million dollars, and has grown to great magnitude, the buildings covering five acres of ground, and the Company is now giving employment to hundreds of skilled mechanics. The Pacific branch gives employment to a score of hands, and does business with every State and Territory on the Pacific Slope.

THE DIEBOLD SILVERING AND BEVELING COMPANY are located at 23 Stevenson street. They are manufacturers of mirrors, do ornamental glass cutting and grinding, and resilvering of damaged mirrors at short notice. Drilling of holes and mirror work are their specialties. This establishment turned out the largest mirror ever seen in San Francisco. Its dimensions are 72 inches by 144 inches. They have manufactured mirrors for many prominent places. The trade is mostly located in San Francisco, and the business transacted annually amounts to from \$24,000 to \$25,000. It was established in 1889 by Mr. M. E. Diebold. Up to 1891, it was conducted under the firm name of Michael E. Diebold; then it was changed to the present style of firm name. The individual members of the company are Michael E. Diebold and Hippolyte De Faasion. Both the gentlemen enjoy the fullest confidence of their numerous patrons and the trade generally.

WM. WEDGWOOD'S machine works are located at 23 Stevenson street. He is an extensive manufacturer of presses, dies, moulds, all sorts of canners' supplies and special machinery. Mr. Wedgwood's specialty is manufacturing canners' tools, and the reputation for the production of the best tools is carried out by the fact that he supplies about two-thirds of the tools used in the fruit packing and salmon canning establishments extending from Southern California to distant Alaska. The uniform excellence of his manufactures is too well recognized to require any detailed description. Suffice it to say that they are unsurpassed by any in the world. Mr. Wedgwood also attends to the repairing of canners' tools, and makes most of the soap dies used in the soap factories of Oakland and Mexico. Mr. Wedgwood is recognized as the leading and largest manufacturer of his line on the Western Slope. He has had a long, practical experience of seventeen years in his business, and has a thorough knowledge and appreciation of every detail of it. Orders from the interior or a distance receive the promptest attention, the filling of these being one of the features of the business; and the customers, or cannerstrading with the house, rely upon receiving what they send for with a certainty that never fails. A numerous body of skilled workmen are employed, under a thorough system. Many of the workmen, who learned their trade in the works, and under the care and tutelage of Mr. Wedgwood, have become accomplished artisans; Mr. Wedgwood himself is a thoroughly practical workman, and wide awake, energetic business man, whose close attention to details and liberal treatment of patrons have laid the foundation of well merited success.

ROBERT HALL, 44 and 46 Main street, is engaged in the manufacture of steam engines and all kinds of machinery and pumps, which he makes to order and also repairs. He manufactures the "Alta," "Banner," "Smith," "Ideal," "Double-Acting," "Deep-Well" and beer pumps. Mr. Hall's specialties are pumps and pumping machinery and steam and water pipe fitting. The general repairing business of this establishment is purely local, but Mr. Hall ships pumps and pumping machinery over the entire Pacific Coast. The annual business done by the house amounts to \$20,000. The house was established in 1884 by Messrs. Geo. W. Hedges and Robert Hall. The capital stock amounts to \$5,000. Mr. Geo. W. Hedges retired in 1889 since which time it has been conducted and carried on by Mr. Hall. He is an efficient machinist who is thoroughly amiliar with all the ins and outs of the business and is ably assisted by four other competent machinists. Mr. Hall is a very reliable business man and a thorough gentleman.

CHAS. M. PLUM & CO. UPHOLSTERY COMPANY, 1301 to 1307 Market St., corner of 9th, a corporation capitalized for one hundred thousand dollars, has a widespread and high reputation for the manufacture of fine decorative wood work for interiors, artistic furniture and household decorations. Many of the finest residences on the coast were furnished complete or in part by this establishment. The company is successor to a partnership, which dates back to 1850, so that the house has the prestige of years, as well as a large patronage. The original firm comprised the interests of Messrs. Plum & Hill. In 1857 Mr. Plum assumed sole control, and under his guidance the business steadily advanced, keeping pace with the improvements and growth of the city, and in 1887 it was incorporated. The officers are: Chas M. Plum, President; Marion E. Knoph, 1st Vice-President; John D. Hanlon, 2d Vice-President; Maurice Higgins, Treasurer; Chas. M. Plum, Jr., Secretary.

The company's trade is largely retail, and extends around the country adjacent to

San Francisco. Its salesrooms are on Market street, at 1301 to 1307, in a handsome modern three-story building, of dimensions and style significant of a concern of the first order. The main floor, 80x160 feet, is devoted to the sale of carpets and upholstery; the upper warerooms are exclusively for furniture; and the basement, which is 100x180 feet, is for stock wareroom. The building adjoining the store on Ninth street, is four stories in height, 40x80 is their work room. Factory located at 215 Fell st. covers lot 125x137½ feet, two stories, and is equipped with the latest and best machinery. The house claims to have a stock of upholstery unsurpassed for variety and quality in any city in the country, and as a proof of their ability to compete with other cities, they have been rewarded the gold medal for the best upholstered furniture in the world, at the Centennial International Exhibition held at Melbourne, Australia, in the year of 1888. Chas. M. Plum & Co. Upholstery Company, in short, lead the trade in their line here. Having been so very many years established they have acquired large individual resources in the course of business, which with the other advantages already ummarized give them that standing which extorts recognition of their position, even from rival and competing houses. They have a record extending over forty years of continuous business of a character that cannot be gainsaid.

BLIVEN & LEWIS, 161 New Montgomery street, are large dealers in "Congress" seltzer water, California pine apple cider and Saratoga water, agent for Schmidt & Co.'s Sarsaparilla and Iron Water. Orange cider and ginger ale are always kept in stock ready to be shipped at a moment's notice.

Mr. Bliven is, without any exception, the most experienced connoisseur of mineral waters on the Pacific Coast. For nearly thirty years this gentleman has been in the business, and the value of such experience is priceless, when the evil wrought in recent years by the use of inferior brands is taken into consideration. Seltzer water of the best quality is one of the greatest aids to digestion known to man, but if of inferior grade, its possibilities to undermine the constitution are incalculable. That the mineral waters supplied by Bliven & Lewis are of the highest standard is best proved by the rapidly increasing demand for their goods, which shows better than any merely verbal statement that the public place every confidence in them.

The firm, as now known, was established eight years ago, and at the present time supplies most of the leading liquor houses on this coast. The fame of their favorite brands has also reached as far as Alaska and down to Mexico, and orders from these far-away places are received daily.

CHAS. W. IREDALE, 864 Mission street, does a large and first-class business as a plumber. This house is the oldest plumbing establishment in San Francisco, and was founded as far back as 1852 by Alfred S. Iredale. Chas. Iredale was admitted as a partner in 1880, and seven years later the firm took its present name. This house is one of the most reliable on the coast. This fact is more than proved by the very fact that it is at present doing a larger trade than ever. It has a reputation for doing first-class jobbing work and fine plumbing and also fills extensive orders for metal roofing. All descriptions of tin and sheet-iron work is also undertaken, and the exceptional facilities for doing this class of work, possessed by the firm, enable them to do it at the most reasonable rates consistent with first-class workmanship and the use of the best material. Among the many specimens of their work in this city may be mentioned the State Investment Building and W. T. Garrett's large factory. They also put in all the plumbing work on the Forrest Building on Market street (bet. 6th and 7th), and as it

contains one hundred and eighty rooms, each fitted with the most modern description of sanitary plumbing, some idea of the capacity of the firm to undertake large contracts can be obtained. A specialty is made of all kinds of gas and steam fitting, and as none but the most experienced workmen are employed, all work done can be thoroughly relied on. Any builder, contractor or architect will be consulting the best interests of their clients by consulting Mr. Chas. Iredale before giving away their plumbing contracts on either new or old buildings.

J. C. WINANS, of 220 Fremont street, is agent for the Magnolia Anti-friction Co. of New York, Peerless Rubber Manufacturing Co. of New York, who are manufacturers of superior mechanical rubber goods, including rubber hose, tubing, packing, valve-discs, gaskets, rings, landing pads, unvulcanized rubber stock for straw goods, manufacturers rubber stamps, etc., etc. Among the specialties of the Peerless Company is the Rainbow packing for flanges, joints, unions, etc., which will hold cold water, steam, ammonia, etc., in fact, the packing is especially adapted for very high pressure, and is not affected by any degree of steam or heat. It will not harden or blow out under the highest pressure, and will make an air, steam, hot or cold water joint, equally well. It is not affected by oils, liquors, ammonia, heat or alkalies, unlike plumbago and usudurian, it will not harden or crack. Joints can be made and broken in one-eighth the time consumed, with packings that harden, as a tool is not required to break or face off joint. The "Rainbow" is the most durable, effective and economical packing made and the users of steam have long ago discovered its superior qualities over all others, Mr. Winans is also agent for Gould's steam and water packing. This packing is self-lubricating, steam and water tight, and has less friction than any other known packing. The Manhattan self-lubricating packing is a popular brand, and has a ready sale. The Pulver lubricating compound is a general favorite with consumers of lubricants, on account of its purity and strength. Besides being agent for the above-named goods, Mr. Winans has the Winan's anti-incrustation Powder, or Boiler Compound, for removing or preventing scale, corrosion and pitting in steam boilers. Professor Henry G. Hanks and Doctor Robert I. Bowie, after testing and examining it, state that it is a very excellent and superior article, and advise its use to all practical engineers, as it is thoroughly adapted to the uses indicated in Mr. Winans' circular, effecting a saving in iron, repairs and fuel. It is reliable, efficient, safe and cheap. It saves time lost of stopping, damage from scraping and picking, cost of cleaning; in fact, saves all the annoyance and cost incident to the effects of incrustation, by insuring a permanently clean boiler as long as properly and persistently used. The Winan's Compound is largely sold in China, Cuba, Peru, Brazil, Chile, Mexico, Sandwich Islands, Australia, throughout the entire Pacific Coast, and in fact, all over the United States. Mr. Winans is an old pioneer, having sailed from New York on board the bark Strafford February 6th, 1849. In the glorious bonanza times of long ago, when golden fortunes were made and lost in a day, when the terrible excitement in mining speculation permeated all classes, and everybody became prospective millionaires—in those stirring times Mr. Winans was an important and prominent stockbroker, being a member of the San Francisco Stock Exchange. He was one of the owners of the famous Eureka mine of Grass Valley, and was one of the best known men on the coast.

Mr. Winans is a gentleman of excellent business qualifications, who stands high in mercantile and financial circles. He is of an affable and courteous disposition, is popular among his friends and many acquaintances, and is justly entitled to the success he has achieved in his business.

THE PACIFIC SAW MANUFACTURING COMPANY, '17 and 19 Fremont street, are the largest and best known makers of every description of saws in the Western States. The gradual development of the firm as it is at present, from the most humble beginning is typical of the enterprise of the proprietors. In 1854 Stead & Sheffield, and in 1858 James Patterson worked for them. In 1863 Chas. P. Sheffield and James Patterson commenced the business of importing and repairing saws at the corner of Battery and Jackson streets. San Francisco was a comparatively small city in those days, but as it increased in size and importance the demand for all classes of goods increased proportionately and seven years later the old quarters of Messrs. Sheffield & Patterson became too small so they removed to Pine street and commenced to manufacture saws of the descriptions mostly in demand. Mr. Spaulding entered the firm in 1865, and along with the original founders are the present proprietors. In 1884 the firm was incorporated under its present title with a capital of \$300,000 and since then its progress has been rapid. A visit to the works is full of interest. Every conceivable kind of saw from the mammoth saws used in the cutting-up of gigantic red-wood trees to the delicate and thread-like scroll-saws used in planing mills, can be traced through all its stages from the crude plate of imported steel to the highly-finished, guaranteed article, bearing the stamp of the firm. The tempering, smithing, grinding, polishing and straightening of a saw are all delicate and interesting processes, each one of which must be brought to perfection to make a perfect article. Lumber-men figure so closely on the cutting of timber that the quality and finish of a saw is one of the most important factors in their calculations. The proprietors of the Pacific Saw Manufacturing Company have made practical studies of all those details, and no better proof could be brought to testify to the value of their productions than the fact that they are almost exclusively used to-day all over the Pacific Coast and are fast dispensing with the necessity of importing Eastern and English saws.

Their establishment is fitted throughout with elaborate, expensive and complete machinery for the manufacture of saws of every description, saw mandrels, planing and carriers' knives, springs, also for repairing in all its branches; retempering, straightening, gumming, grinding and polishing. The very best quality of extra cast steel is used as the material for their saws and the most extraordinary care and attention is given to the details of every one of the many processes through which a saw has to pass before it is ready for the market.

The tempering furnaces are so constructed that they will give a uniform heat thereby avoiding those hard and soft places so common in saws. The company guarantee that all their saws are evenly balanced, run true, and carry a good cutting edge. A saw is never allowed to leave the establishment without being personally inspected by one of the proprietors. It would be impossible within the limits of this article to enumerate the various kinds of saws manufactured by the company, but we must make a short reference to their well known steel-back butcher saw. These blades were the first saws of any kind manufactured in this city and have been known as French blades and New Orleans blade. The Pacific Saw Company's make is now used almost exclusively on the Pacific Coast, having long since superseded the imported article.

The company have for sale L. P. Garcin's Newly Improved Carbonized Lifting Jacks of all kinds and capacities. The flattering testimony of loggers, mill-men and of all those having occasion to use lifting jacks, amply proves the value of the improvements. It is not contended that the patentee is the originator of these jacks as the principle is

an old one. It is justly claimed by him, however, that after years of experience and experiments in their manufacture he has succeeded in enlarging and improving upon the original idea, so that he can now construct lifting jacks in a substantial and thorough manner, combining great strength, power, durability and economy. They also keep the Duncan & Garratt jacks for sale.

Mr. James Patterson, who superintends the construction and business departments, has had nearly forty-five years experience in the manufacturing of saws, having worked at the trade since 1847. He knows every detail thoroughly from the choice of suitable material to the proper hammering required for the different kinds of saws made, and his judgment and integrity are a guarantee of the perfection of the articles that leave their shop.

The company has recently issued a very complete and comprehensive price list, which should be in the hands of every tradesman, lumberman and every one who has occasion to use any description of saws.

J. M. LITCHFIELD & Co., of No. 12 Post street, are the largest manufacturers and dealers in military and naval goods, silk and bunting, flags and banners, badge supplies, society regalia, uniforms, etc., in San Francisco or on the Pacific Coast. They make a specialty of military and naval tailoring. This most popular firm supplies nearly all the regalias, uniforms, lodge paraphernalia, etc., to the various masonic bodies of the city, to the Odd Fellows lodges, to the Knights of Pythias and other organizations, both civic and military; and also furnishes many of the officers of the army and navy of this station with their uniforms and outfits. The house employs thirty-five people, and at busy seasons twice that number. This business was established in 1871 by J. M. Litchfield, who is the sole owner and manager. During the twenty years of its existence, it has grown and developed into the important and solid business-house that it is, under the careful and yet energetic management of Mr. Litchfield. It stands at the head in its own line, and in the front rank of business houses in San Francisco for honorable and upright dealing.

J. BAUMGARTEN & COMPANY of No. 7 Montgomery street, are large importers of foreign and domestic woollens and tailors' trimmings. They make a specialty of fine foreign goods which are mostly of English manufacture. They are a strictly wholesale house, dealing only with the trade in San Francisco and the larger tailoring establishments throughout the Pacific Coast States. The business was established by J. Baumgarten in 1876, and the style of the firm was not changed until the year 1891. C. Weyl and M. L. Cahn being then admitted into the firm. There is an efficient staff of employees in their store fully able to do full justice to all their patrons and travelling salesmen are kept steadily on the road. Their trade is among the best retail houses, and is large and extensive. Their goods are of the best qualities produced either at home or abroad, and this fact, combined with unusual business ability, is a guarantee of the future extension and increase of its trade.

THE DEMING, PALMER MILLING COMPANY is the name of a corporation which, seven years ago, succeeded the firm of Deming, Palmer & Company, which for eighteen years previous to that, had conducted the Capitol Mills. The Capitol Mills, it may be remarked, constitute a very important industry in San Francisco. They are located at Nos. 110 and 116 Sacramento street, and run through to Commercial street, extending

skyward four stories. The Capitol mills are fitted up with all the modern mechanical appliances for manufacturing cereals, and are lighted up throughout with electricity.

The products of the Capitol Mills are oat meal, corn meal, farina, hominy, cracked wheat, split peas, ground barley, etc. They also devote special care to the production of a very superior article of rolled oats. In fact, all their products stand very high on the market, and are preferred by housewives and cooks to any other brand. These



mills employ from fifty to sixty hands, and the demand for their output is such that they are kept continually in motion.

The Deming, Palmer Milling Company is organized with Mr. J. G. Deming as President, Mr. Jacob Palmer as Vice President, Mr. E. O. Deming as Treasurer, and Mr. J. H. Grindley as Secretary. These gentlemen, together with Mr. H. V. Deming, constitute the Board of Directors.

THE CONSUMERS' ICE COMPANY is an organization which was incorporated in 1889 with a capital stock of \$100,000, and which bids fair to become one of the most successful manufacturing corporations in San Francisco. Mr. R. G. Sneath, a well known capitalist and financier, is its President and Mr. J. H. Hall its Secretary.

The works of the Consumers' Ice Company are located at No. 420 Eighth street, and are of the most elaborate description. They are fitted up with all the latest

improvements and devices for making, preserving and handling ice, and have a capacity of about eighty tons per day. They give employment to from thirty to fifty men.

The great recommendation which the ice manufactured by this Company possesses is its purity. It has for many long years past been an established and accepted fact that all water in its natural state—even the mountain lakes and streams and the bubbling springs of the poets—is tainted with animal, vegetable and mineral impurities; and, of course, the ordinary source of water supply for large cities—from which the ordinary run of artificial ice is made—is much more so. The Consumers' Ice Company does not use this. It draws its supply from its own artesian well; and this is boiled, evaporated, distilled, condensed, cooled and double filtered before it is frozen. The result is a perfectly pure, distilled water-ice, which will be furnished as low as any other ice. When these facts become more generally known the Consumers' Ice Company will probably have to enlarge its works.

C. E. WHITNEY & COMPANY, 122, 124, 126 and 128 Davis street, are the largest importers, packers and commission merchants in dairy produce, provisions and cured fish in this city. The business was established in 1882, and has annually done an increased volume of trade. This is due entirely to the systematic methods and the reliable nature of all transactions carried on by the firm. They are recognized as one of the best authorities of the values of dairy produce on the Pacific coast. The firm issues a circular letter, twice every month, containing important changes in the prices of staple goods and will be happy to forward it to any retail dealer or large consumer on the coast or in the interior who may wish it.

Their specialties are: butter and cheese, from over 500 dairies, comprising the finest in California; Eastern Butter, Eastern Eggs, Gilt Edge Hams, Silver Leaf Lard, from Swift & Co., Chicago; Acme Lard, Clover Leaf Mackerel, Acme Codfish Middles, Holmes' Extra Sifted Salt, Acme Salmon, Thistle Beef, Whitney's Canned Butter is the finest California Butter, in 1 and 2 lb. cans. Our other special brands are Acme Select Oysters, Royal Block Codfish, Horn Brand Holland Cheese, Crown Standard Oysters, Wellington Liverpool Salt, Key Brand Holland Cheese, Acme Sugar Cured Hams, Gilt Edge Bacon, naked Thistle Covered Bacon, Gilt Edge Tierce Lard, Acme New York Cheese, Eagle Canned Corned Beef, Crown Tierce Lard. We have sole control of all the above brands for the Pacific Coast. For some, we are Sole Agents; of others, Proprietors. Some are Standard, some Extra Goods, all are reliable, and splendid values.

C. E. Whitney & Company issue the most complete and comprehensive catalogue issued by any house in the trade in this country. Every retail dealer should obtain it, as he will most assuredly find that it will be to his advantage to do so.

GEO. H. TAY & COMPANY, 612, 614, 616 and 618 Battery street, are manufacturers of all kinds of tin cans and boxes. This firm was originally established in 1850 by Mr. Geo. H. Tay but Mr. Oscar J. Backus is the only one of the founders still living. The firm manufacture stoves and furnaces and every description of tin cans and boxes, plain and japanned cans, and tinware and many kinds of plumbers' goods. They are also the only firm on this coast who possess facilities for printing and lithographing on tin. They carry full lines of tinner's tools and supplies.

Their warerooms occupy one large three-story building and one two-story building and are stocked with the largest and most useful assortments of tinware. The factory

adjoins the showrooms and consists of a large four-story building devoted exclusively to the manufacture of tins and boxes, and is the largest one of *its* kind in this city. Their foundry at Alvarado, Alameda county, Cal., is the oldest and largest stove foundry on the Pacific Coast and the firm sell only California made stoves which their long experience has enabled them to specially adapt to the needs and requirements of this coast.

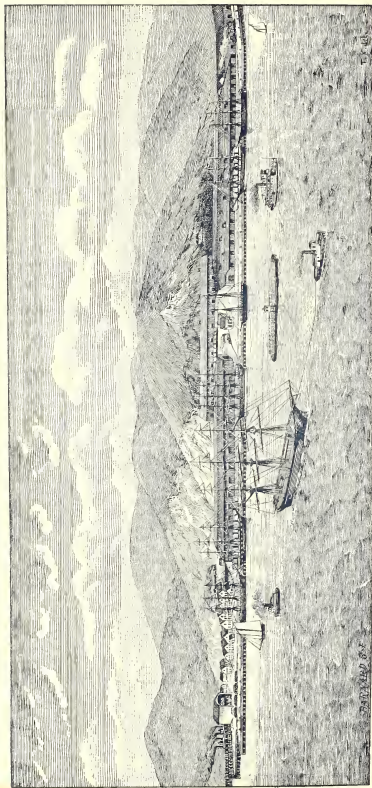
THE UNION ICE COMPANY is the leading establishment of that kind in San Francisco; indeed, it is the second largest institution of the kind in the United States—the company which outranks it being the Knickerbocker of New York, Philadelphia and Boston. The Union Ice Company is in every way a strong Company. Mr. Lloyd Tevis is its President; Mr. E. W. Hopkins its Vice-President; Mr. C. A. Grow its Treasurer; Mr. J. H. Thompson its Secretary, and Mr. S. B. Toby its General Manager. The Company was organized in 1882.

The Union Ice Company has its head office and city warehouse at Nos. 735 and 737 Fourth street; it has also one hundred and ten branch depots. Its manufacturing establishments are located at Boca, Prosser Creek, Cuba, Floriston and Essex, in California, those places being blessed with water supplies which chemical analysis has demonstrated to be of remarkable purity and sweetness.

The Union Ice Company has an aggregate storage capacity, at all its manufactories and depots, of one hundred and twenty-five thousand tons, that of San Francisco alone amounting to six hundred tons. The service of its customers gives employment to two hundred and fifty wagons, and the handling of its business takes up the time of about sixteen hundred people. This is a vast business, and it is scattered all over California, Arizona, New Mexico and Oregon.

The ice produced by the Union Company is a first-class article, which melts slowly and which, as has been demonstrated by analysis, is of rare purity. It is held in high esteem by all who have used it.





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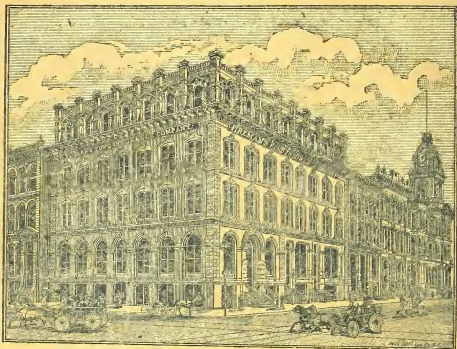
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FIREMANS FUND

INSURANCE COMPANY

CAPITAL, \$1,000,000 - ASSETS, \$2,900,000



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AGENCIES THROUGHOUT AMERICA

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